





The



# CHEMIST AND DRUGGIST

Established 1859

28 Essex Street, Strand, London, W.C.2.

Registered as a Newspaper

No. 2779.  
VOL. CXVIII.

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Annual Subscription (with  
Diary) 20/. Single Copies 9d.

**A Non-Gripping and Palatable  
Preparation of Senna**

## “Lixen”

BRAND

### Elixir of Senna Pods

An extract of senna prepared by a special cold process. Non-gripping. Agreeably flavoured. An advance on the various syrup preparations. 1 teaspoonful is equivalent to 12 large senna pods.

4 oz. bottles	1/9
8 oz. "	3/-
16 oz. "	5/6

### Laxative Lozenges

Contain "Lixen" in a fruit basis. Really pleasant to take. Free from all other purgatives. Appeal particularly to children. Each lozenge is equivalent to 6 large senna pods.

Boxes - 12 lozenges	7½d. each
" 24 "	1/- "
" 100 "	3/6 "

#### "LIXEN"

Registered Trade Mark

BRAND

#### Elixir of Senna Pods

Containing a concentrated extract of senna pods prepared by a new process, which, while it retains the purgative action of the pods, eliminates their gripping tendency.

1 teaspoonful = 12 large senna pods.  
Dose: For Adults - Half to one teaspoonful to be taken at bedtime or on rising.  
For Children - 15 drops, more or less, according to age.

Manufactured by

Allen &amp; Hanburys Ltd.



## Allen & Hanburys Ltd., London, E.2

Telephone: 3201 Bishopsgate (12 lines)

Telegrams: "Greenburys Beth London"



# KOTEX says . . . .

## "Truth in advertising"

We said that we had a  
**"perfect"** product—but *now*  
we must qualify our own  
statement!

### KOTEX

packed in attractive boxes  
*was an improvement*

KOTEX with rounded ends  
*was another*

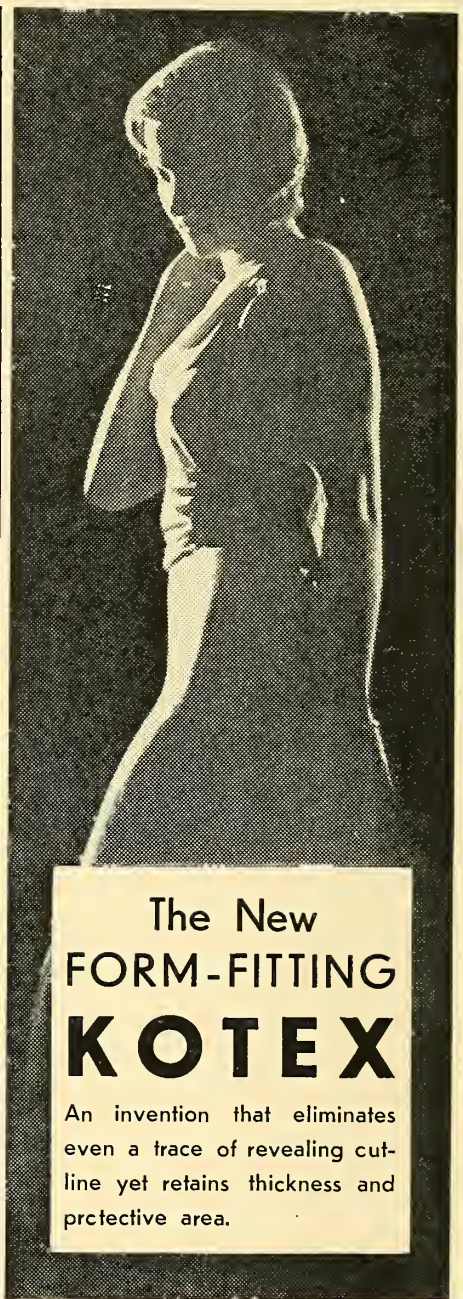
**NOW KOTEX FORM-FITTING  
(PHANTOM)**

**a further distinct advance  
in sanitary protection.**

So after all, in a world of  
progress **"PERFECTION"** is  
only a *relative term.*

**The price and the profit are  
exactly the same!**

KOTEX LTD., 317, HIGH HOLBORN, LONDON, W.C.1



### The New FORM-FITTING KOTEX

An invention that eliminates  
even a trace of revealing cut-  
line yet retains thickness and  
protective area.

This striking illustration is reproduced from one of the many effective Kotex advertisements, now appearing regularly in big circulation Daily Papers of direct appeal to women . . . continuously telling the advantages of this new improved product . . . creating and re-creating the demand.



# PRODUCTS

## FROM THE COW & GATE HOUSE

### COW & GATE MILK FOOD

"Cow's milk made safe and suitable for babies." Cow & Gate milk foods are prepared in full cream, half cream, separated and export varieties. Cow & Gate has become famous throughout the world as the most successful substitute when natural feeding fails. Protected retail prices (U.K.) 1/6, 2/9, 4/6 and 7/9 per tin.

### BRESTOL

The humanised cream for babies requiring additional fat. A valuable vitamin cream with a Cod Liver Oil base. Can be used in conjunction with any Cow & Gate food to augment the fat content. A valuable addition where an increase of weight is desired. Protected retail prices 1/1 and 1/10 per jar.

### COW & GATE HALF CREAM

Indicated in cases where fat metabolism is at fault. This condition demands a low fat content with a correspondingly high percentage of sugar. Very valuable for the first three months of life. Protected retail price 2/6 per tin.

### COW & GATE SEPARATED MILK

Indicated for advanced cases of fat intolerance of the coeliac type, also for post-operative feeding in pyloric stenosis. Protected retail prices 1/10½ and 8/6 per tin.

### COW & GATE CHOCOLATE MILK

A most delicious, nutritious, digestible and economical tonic beverage. "The Growing Children's Drink." All the full cream milk is in it. Just make it with hot water. Protected retail prices 1/4½ and 2/6 per tin.

### PEPTALAC

A pancreatised and predigested milk and wheat food. Ideal for invalids and in all cases of gastric troubles, dyspepsia, etc. A splendid nightcap for all. Ideal also for introducing starch into baby's diet at seven to eight months. Prepared in a moment by the simple addition of hot water. Protected retail prices 2/3 and 3/9 per tin.

### SPRULAC

Prepared under the ægis of the School of Tropical Medicine for sprue cases. Protected retail prices 3/3 and 15/9 per tin.

### CAPROLAC

Specially prepared goat's milk for cases where cow's milk is not tolerated. Protected retail prices 3/- and 5/6 per tin.

### FRILAC

A milk food for frail and premature babies, containing a low protein and high evenly absorbed carbohydrate content—replaces the use of sweetened condensed milk. Protected retail prices 1/9 and 3/3 per tin.

### LACIDAC

"A Lactic Acid Milk Food." For all gastric intestinal disorders. Invaluable during and after pneumonia, measles, diarrhoea, and other infectious conditions. Prepared in three varieties, full cream, half cream and separated. Its ease of preparation is an outstanding advantage over the ordinary modification of raw milk according to Marriott's formula. Protected retail prices: Separated, 1/9 and 3/3; Half Cream, 2/- and 3/9; Full Cream, 2/3 and 4/- per tin.

### LACQUIN

A food containing tasteless quinine in a palatable milk base in sufficient strength for prophylaxis of malaria in adults and cure in the case of infants. Protected retail prices 2/9 and 5/- per tin.

### HÉMOLAC

A full cream Cow & Gate milk with iron ammonium citrate for anæmic infants—as used in the recent investigations of nutritional anæmia (Medical Research Report No. 157, 1931). Protected retail prices 2/6 and 4/- per tin.

### COW & GATE RUSKS

"The rusk without the risk." Precisely the right texture to develop a child's teeth and jaws. Specially shaped to prevent risk of choking. Made of the finest wheat flour and Cow & Gate milk food. Protected retail price 1/6 per box.

### COW & GATE FEEDERS

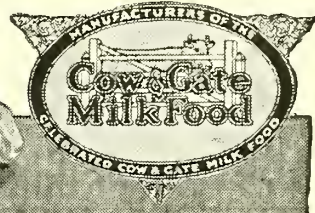
Safe, hygienic. The last word in scientific production. Protected retail prices: Cow & Gate Patent Glass Stoppered Feeder, ensuring automatic and exact regulation of the flow, 2/-, and No. 2 8-oz. Feeder 1/6, No. 3 4-oz. Feeder 1/6.

### COW & GATE MIXING MEASURE

Graduated in ounces and tablespoons. Large enough for heating up a feed in the Cow & Gate Feeder. Protected retail price 2/6.

### COW & GATE "GRIPON" TEATS

Eleven cuttings. Protected retail price 4d. each. Valves 3d. each. Cow & Gate Fine Rubber Teething Rings 6d. each. Silver-plated Feeding Spoon 1/6. Complete Baby's Outfit—Feeding Bottle, spoon, two teats, and two rings on card, 4/6 each.





# A Unique Offer

you cannot afford to miss

on

## DR. WERNET'S DENTURE PREPARATIONS

which comprise a complete series of Denture Powder, Dentu-Creme and Brush

THIS ATTRACTIVE  
DISPLAY  
STAND

COMPLETE WITH

**13/-**

WORTH of GOODS (as illustrated)

One each size Dr. Wernet's Powder  
One Dr. Wernet's Dentu-Creme  
One Dr. Wernet's Denture Brush



**FREE**

ON ALL ORDERS OF **£1** minimum  
(CARRIAGE PAID)

Showing up to **100%** Profit on cost

This offer is available during May only and is conditional on your displaying the Display Stand complete with the Free Goods.

A Press Campaign is about to commence in "The Daily Mirror" and "The Daily Sketch" with attractive copy in chosen positions.

Liberal Samples are now being distributed throughout the Dental Profession.

A supply of Samples and Leaflets are sent with all orders for distribution to your Customers, and you are free to submit a list of your selected Customers for direct Sampling.

### STANDARD TRADE TERMS DR. WERNET'S DENTURE PREPARATIONS

	Price to Public.	Trade. Per doz.		Price to Public.	Trade. Per doz.
Powder	- - - 1/6	12/-	Dentu-Creme	- - - 2/6	20/-
"	- - - 2/6	20/-	Denture Brush	- - - 2/6	20/-
"	- - - 4/-	32/-			

Original Cases, 1 dozen Carriage Paid

SOLE DISTRIBUTORS: **FASSETT & JOHNSON LTD.**  
86, Clerkenwell Road, LONDON, E.C.1

AND  
NOW FOR *men!*

# COTY

## SHAVING CREAM

Prepared by an entirely new process based on the long experience of Coty as cream and soap manufacturers. It serves the double purpose of softening the beard and preserving the skin—it is really a *cream* for shaving and not a mere soft soap preparation. Order stock now and feature this "good news for men" where everyone can see it . . .

...and TALC



SHAVING  
CREAM

1/6

TALC  
2/-

The special Talc is prepared in an "Invisible" shade and is delicately perfumed with Coty Eau de Cologne.

The usual Coty discount terms apply to these two new lines.



# Upon the prominence of **YOUR DISPLAY** *everything depends*



Put this show card at the front—link up with the extensive advertising for maximum sales and higher profits.

Forhans for the gums is the only dental preparation which can truthfully offer complete oral hygiene; that is why the advertising is so dramatic, logical and convincing.

Whether or not readers of our advertising buy Forhans from your shop will depend upon your co-operation—upon the prominence of your counter and window displays.



## **BONUS FOR WINDOW DISPLAY**

Assorted sizes to the minimum value of

£1.10.0	list price less	2½%
£3. 0.0	" " "	5%
£6. 0.0	" " "	7½%
£10.0.0	" " "	10%

*Put* **FORHAN'S** *on display*  
*it will pay*

STEMCO LTD., 128 ALBERT STREET, CAMDEN TOWN, N.W.1

SOLE DISTRIBUTORS FOR FORHAN'S LIMITED

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# VARALETTES ASPIRIN NATURAL FRUIT SALINE

Effervescent

Preparations

Salines

Litmopyrine &amp;

other medicinal

Preparations

# Alfred Bishop LTD

48 SPELMAN ST., LONDON, E.1



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**CONTRACTS 1933****QUALITY, SERVICE & SATISFACTION****BUTTERSCOTCH**  
Brand**MALT EXTRACT**  
**MALT EXTRACT WITH COD LIVER OIL**For Supply to—  
**CHEMISTS, DRUGGISTS, CLINICS,  
HOSPITALS, INSTITUTIONS, ETC.**

IN BULK OR PACKED

HOME &amp; EXPORT

WHOLESALE &amp; RETAIL

**C. TOLKIEN & CO. LTD.****MALT EXTRACT WORKS  
SILSDEN, Yorkshire**

Telephone:

Telegrams:

STEETON 69 REMOGEN, PHONE, STEETON

London Address: 461a CALEDONIAN ROAD, N.7 'Phone North 5047

A large selection of attractive "own name" labels is available. Liberal display material supplied with all orders. Also price tickets, etc.





# VALUE

## *The Soundest Sales Story*

Today, when a woman buys beauty preparations, she cannot afford the trial-and-error method. She must know she is getting her money's worth in quality, quantity, results.

She is seeking VALUE in every sense of the word. That is why, quite simply, the HARRIET HUBBARD AYER preparations are selling and reselling in spite of the times.

Women have learned why these preparations represent economy . . . because they contain but one grade of ingredient: the best. But one standard of blending: perfection. But one kind of promise: fulfilment. And withal, they are moderately priced.

Widespread national advertising that reflects the sincerity of the preparations will of course be attracting new users. But it is their VALUE alone that will sell them today, and resell them tomorrow!

**HARRIET HUBBARD AYER**  
**BEAUTY PREPARATIONS** Ltd.

130 Regent Street, London, W.1

New York

Paris

Montreal

THE HOUSE FOR

# DRUGGISTS' SUNDRIES

SURGICAL SUNDRIES  
HOT WATER BOTTLES  
B.P.C. DRESSINGS  
TOILET BRUSHWARE

TRADE



MARK

SPECIAL ALL GLASS  
SPRAYS. R.J.R. SERIES  
LETTERED DELF JARS  
NOVOLA DELFETTE JARS  
ELASTIC HOSIERY

**BRITTON, MALCOLM & WAYMARK, LTD.**  
38 SOUTHWARK BRIDGE ROAD,  
LONDON, S.E. 1

Telephone:  
Waterloo  
1442 (2 lines)

*Near Southwark Bridge, South Side of River.*

Telegrams:  
"Clinbritic,  
Boroh, London."



**HULLO!**  
Lady Hyacinth Halex speaking  
You got my invitation to the Bonus Party  
Good. I'm dying to hear from you

Write to me at  
BRITISH XYLONITE CO., LTD  
HALE END, E.4

# **POLICY & PROFIT**

## **A FEW WORDS ON A VITAL SUBJECT**

**T**HOUGH sustained effort in many directions is essential to success, obviously it is often the soundest policy to take the line of least resistance.

There is no better example of this than the case of a chemist selling Moorland Indigestion Tablets. They are world-famous. They have the reputation of 20 years' success behind them. They are sold in hundreds of millions every year. They hold the confidence of untold thousands, and thousands of new customers are always being created by strong advertising. New increased illustrated testimonial Advertising is now appearing in the daily press and we ask you to link up with this by always keeping Moorlands on show.

From your point of view, Moorlands are the most easily sold and the most profitable. In a word, **IT DOES NOT PAY TO TRY TO SELL A SUBSTITUTE FOR MOORLANDS**—the only 7½d. nationally advertised line of its kind.

**W. B. CARTWRIGHT, LTD., RAWDON, LEEDS**



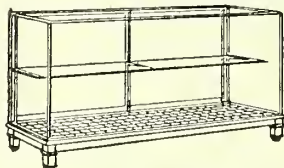
# KING'S

## MODERN PHARMACY FITTINGS

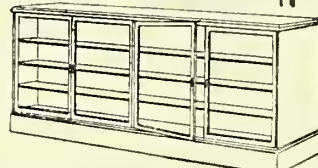
The requirements of a Modern Pharmacy need most careful and minute attention ensuring the correct pharmaceutical atmosphere. After many years of experience, we are in a position to offer you suggestions, and at the same time co-operate in embodying your

own personal ideas in the general scheme of fittings. No matter how large or small your intended alterations may be, our representative will be pleased to wait upon you and submit estimates, etc.

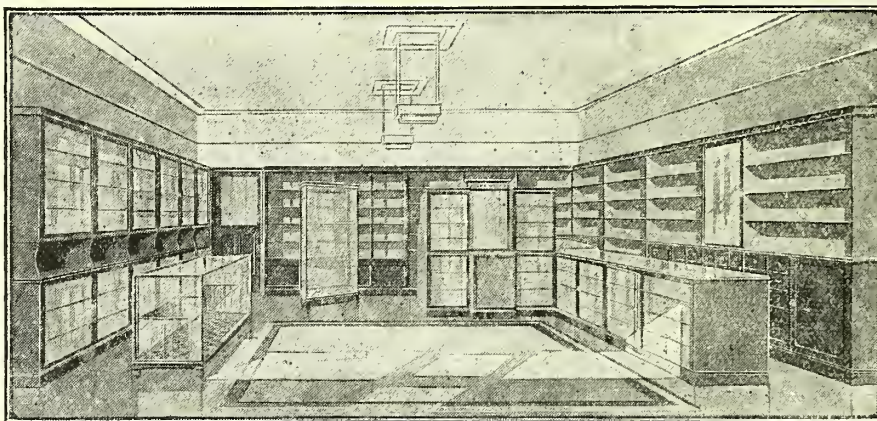
We would welcome a visit from you at our Showrooms, where a Complete Range of Modern Fixtures is always on view.



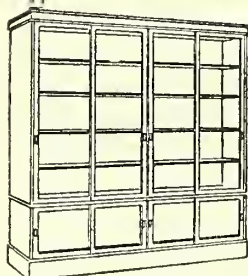
No. H2109 Glass Counter. Oak or Mahogany Frame. 6' long. £10 0 0



No. H192 Glass Fronted Counter. Oak or Mahogany Frame. 6' long. £9 0 0



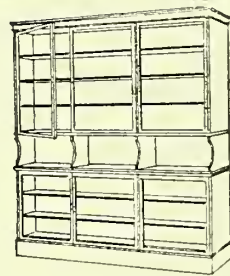
A Pharmacy can now be equipped with a Complete Range of Modern Fixtures from £75 0 0. We will be pleased to submit sketches for your approval without obligation.



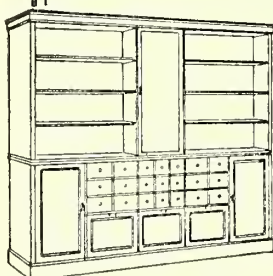
No. H2172 Wall Case. Oak or Mahogany Frame. 8' long. £27 0 0



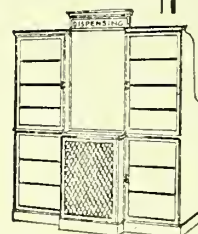
No. H2036 Centre Showcase. Oak or Mahogany Frame. 6'3" high x 2'6" wide. £10 0 0



No. H189 Wall Case. Oak or Mahogany Frame. 8' long. £20 0 0



No. H 2202 Drug Run. Oak or Mahogany Frame. 8' long. £25 0 0



No. H2179 Dispensing Screen. Oak or Mahogany Frame. 6' long. £21 10 0

We have just published a New 100 page Illustrated Catalogue of Fixtures and Display Fittings No. 1013 which we will be pleased to forward post free on application

## J. C. KING Ltd.,

Modern Shopfitters,

42-60 GOSWELL ROAD,  
LONDON, E.C.1.

Telephones:  
CLERKENWELL  
2316 (6 lines).

Telegrams:  
MAINBOOM,  
London.

# SCOTS WHA HA'E

## Here's Gay and Giftie Packages



**MAW'S**  
**AGAIN**  
**STEP**  
**AHEAD**



You are in the fashion when you stock Maw's Display packs. They have won international fame in six short months. Now Maw's have surpassed all previous efforts, with these intriguing twin packages. They will be the cynosure of all eyes in your Pharmacy.

**Stocks are ready — Order immediately to avoid disappointment.**



Black Aberdeen Terrier

One Dozen each Discus Nustyle Black and White and White and Black panelled toothbrushes—complete in free Display Boxes, with model of pedigree Black Aberdeen Terrier and White Highland Terrier.

PRICE 17/- ALL.



White Highland Terrier

● **Summer Toothbrush Sales assured with these**  
**Smart 100% British Shorthead Display Packs**

S. Maw, Son & Sons, Ltd.,  
Aldersgate Street,  
London, E.C.1.







SEE-WITH-EASE

# Anti-Glare Spectacles

with

CROOKES' LENSES

There is always a demand for a good Spectacle with Crookes' Optically worked Lenses.

Make a show of these early.

Any assortment of Models shown in this list can be supplied in this attractive coloured Show carton.\*

Prices of assortments worked out at dozen rates.

## SUGGESTED ASSORTMENTS

Selection No. 1885	...	4 pieces of each	1872, 1874, 1876	...	40/6
" " 1886	...	4 " " "	1872, 1874, 1368c	...	48/0
" " 1887	...	4 " " "	2446c, 2462c, 2445c	...	31/8

**SPECIAL NOTE:** We can make up any Prescription in Chance's Crookes' Lenses, A, A2, B or B2 Tints, either in Flat or Toric Form.

**ETEX LENSES** are the most modern achievement in Anti-Glare Lenses—  
(Regd. trade mark) regulating both the Ultra Violet and Infra Red Rays.  
SEND FOR SPECIAL DESCRIPTIVE PAMPHLET.

\*A full descriptive leaflet of our full range of Anti-Glare Spectacles will be sent on application.

## The General Optical Company

(E. T. &amp; F. W. CORNWELL)

120 CLERKENWELL ROAD, LONDON, E.C.1.

Telephones :  
CLERKENWELL  
2962, 2963.

Telegrams :  
Genoptico-Smith,  
London.



SEE-WITH-EASE

# Anti-Glare Spectacles

▼

This handsome Coloured Show Carton is an Effective Sales Aid.

▼

These Spectacles have stood the Test of Years. They are Really Good Sellers.

▼

## ORDER EARLY



Catalogue No. 1889	...	"See-With-Ease" Spectacles with Skull-Fit Temples
" " 1890	...	" " Curl Temples
" " 1891	...	" " Straight Temples
" " 1893	...	" Assorted Skull-Fit, Curl and Straight Temples

All above Glazed with Smoke or Fieuzal Lenses.

## Price 7/- per doz.

Postage or Carriage extra.

---

A full descriptive leaflet of our full range of Anti-Glare Spectacles will be sent on application.

---

"SEE-WITH-EASE" Anti-Glare Spectacles are obtainable ONLY from:

Telephones :  
CLERKENWELL  
2962, 2963.

### The General Optical Company

(E. T. & F. W. CORNWELL)

120 CLERKENWELL ROAD, LONDON, E.C.1.

Telegrams :  
Genoptico-Smith,  
London.

The original combined Cream and Powder

# VELOUTY de DIXOR



*The advertised line that you are asked for.*

Samples free upon receipt of trade card or billhead.

	Doz.	Min. P.A.T.A. Retail Price
PRICES :—No. 1. Handbag tube	- 3/-	- 4 1/2
No. 2. Small tube	- 4/-	- 6
No. 3. Medium tube	- 7/-	- 1/-
No. 4. Large tube	- 14/-	- 2/-
No. 5. Super tube	- 22/-	- 3/-
Pots (glass)	- 21/-	- 2/9
Pots de luxe (unbreakable)	- 36/-	- 4/6

*Made in four shades :*

WHITE, IVORY, NATURAL and OCHRE.

Obtainable from your regular Wholesaler or direct from the Manufacturers:

**DIXOR, LTD., Danemere Street, London, S.W.15**

*Sole Distributors for*  
Northern Ireland: ROBERT MAYRS & CO., 45 Chichester Street, BELFAST  
Irish Free State: MAY, ROBERTS & CO. LTD., Grand Canal Quay, DUBLIN  
*Representative for*  
Scotland: ROBERT TELFORD, 48 Brownside Road, Cambuslang, Glasgow.

## BILLOWZONE

Complete SEA Bath Salt  
and perfect Ozonator in one

BILLOWZONE is practically reconstructed sea-water, prepared in progressive stages from more than ten ingredients. Instantly dissolves in hot or cold water, to which it imparts the full properties and refreshing aroma of sea-water, at the same time permeating the air with ozone and organic iodine.

□

Send post card for specimen  
free booklet and trade terms to

**EXTREMELY  
SMART NEW  
PACKAGES**

**CONVINCING  
LITERATURE**

**PRICES:**

4d. Carton 3/6  
7 lb. Box 4/9  
28 lb. Drum 17/6

**BILLOWZONE (1929) LTD.**

KING WILLIAM STREET HOUSE,  
ARTHUR STREET, LONDON, E.C.4  
(Mansion House 7044)

Wholesalers can obtain supplies from new  
laboratories, 3 Charlotte Mews, Tottenham Street,  
London, W.1

## SPECIAL SULPHO-CREAM SOAP

**FOR BLACKHEADS, PIMPLES,  
ROUGH & BLOTCHY SKINS**

**THE CHEMISTS' LINE  
FOR SPRING TRADE**

MADE BY

**R. F. WHITE & CO. LTD.**  
TOILET & MEDICATED SOAP MAKERS  
**MITCHAM**

MITCHAM 4035



# Roger & Gallet

*Authentic Eau de Cologne*  
 JEAN MARIE FARINA, guaranteed genuine  
 Retail Prices: 4/9, 8/9, 18/6, 40/-, 80/-

*New presentation modern box*  
*in the following odours:*  
 VIOLETTE de PARME, CARNATION,  
 SWEET PEA, MUGUET, SANDALWOOD.  
 Retail Price: 2/-

*Shades:*  
 WHITE  
 NATURAL  
 RACHEL  
 RACHEL Fonce  
 OCHRE ROSE and  
 also in the NEW  
 PARIS FASHION  
 SHADE — AURORA

*Artistic cellulosed powder box in the following odours:*  
 LE JADE, PAVOTS D'ARGENT, FEU FOLLET,  
 COLOGNE JEAN MARIE FARINA. Retail Price: 3/-

Roger & Gallet guarantee that all their Perfumes, Eaux de Cologne, Toilet Waters, Hair Lotions, are prepared with the best, purest, potable, dutiable S.V.R. spirit obtainable, and not with methylated nor any other industrial spirits known as "DUTY FREE"

CRYSTAL  
 BRILLIANTINE,  
 in modern pot.  
 CARNATION,  
 VIOLET.

Retail Price: 1/9

## ROGER & GALLET (LONDON) LTD.

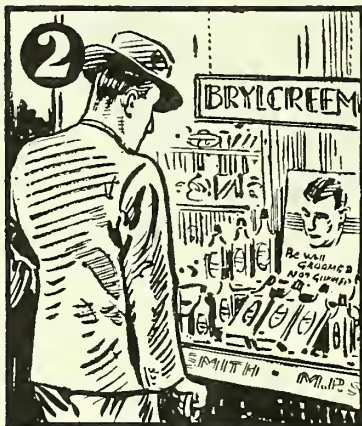
1 LECHMERE ROAD, LONDON, N.W.2

LONDON and PARIS



# STORY WITHOUT WORDS

## BUT WITH BIG PROFITS



### That's how Brylcreem Sales are made

A first-class product backed by good window and counter displays and strong national advertising keeps the till ringing with Brylcreem sales.

## BRYLCREEM

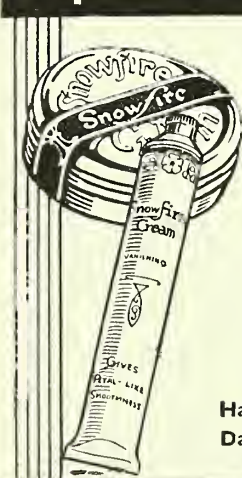
*The Perfect Hair Dressing*

Write for samples and details of big bonus offers to your wholesalers or

The County Perfumery Company, Bradford St., Birmingham

Sells

### ★ The 'STAR' of popular priced face creams



Snowfire Cream—always in demand from regular customers, always making new friends—a most profitable line to handle. Stock it—show it—recommend it—quick sales and a large, rapid turnover will reward you.

Handbag Containers - 3d.  
Dainty Tubes - 6d. Retail

## SNOWFIRE Vanishing CREAM

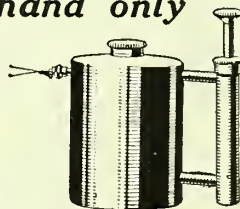
Manufactured by  
F. W. HAMPSHIRE & CO. LTD., Sunnydale Works, Derby.

### What YOU are looking for! THE PREMO HANDY SPRAY RELIABLE, EFFICIENT AND LASTING Used with one hand only

This is a beautiful, efficient and thoroughly practical spray. There are no rubber bulbs to perish or burst and no glass bottles to break, in fact nothing to get out of order. The Preemo Handy Spray can be used in many ways such as for spraying Setting Lotions, Hair or Face Lotion, Lavender, Cologne and disinfectants of all kinds. Flowers too may be sprayed with it. It is a reliable spray for your own use and one which you can recommend to your customers with every confidence.

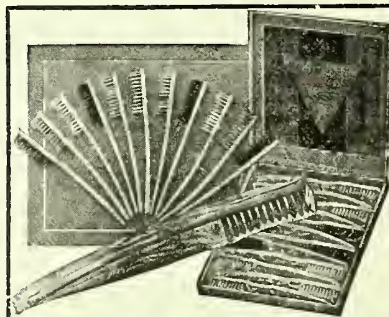
NICKELLED 8/- each  
Retails at 12/-

CHROMIUM PLATED 10/- each  
Retails at 15/-



Prov. Patent No. 78033.

SILK'S TOILET Co., 8-9 Red Lion St., LONDON, W.C.1



THE  
"STATIC"  
Reg. No. 523,323  
**TOOTH  
BRUSH**  
BONEHANDLES  
WHITE,  
UNBLEACHED,  
OR BLACK  
BRISTLES  
Names free on  
6 doz. lots.

6/6 per doz.  
From all wholesalers

MANUFACTURERS.

W. R. SPEER & SON, 215 Dalston Lane, E.8.  
EST. 100 YEARS.



# *Right in The Forefront of Popular Favour*



## **"HARLENE" HAIR TOILET PREPARATIONS**

"Harlene" Hair Toilet Preparations enjoy an unrivalled popularity. Their 40 years' reputation, plus a regular and extensive Advertising Campaign which is

always in operation in the National and Periodical Press, make them real Best Sellers the country over.

"Harlene" is not a "seasonal" trade — it enjoys a regular all-the-year-round demand. Display this popular range of Hair Toilet Preparations and meet the demand in your district for "Harlene" Products.

### **NEW 1933 LINES**

*Popular 7½d. Size*

**"HARLENE" WAVE-SETTING LOTION**

*(In addition to the Standard 1/3 Size)*

*Popular 1/9 Size*

**"ASTOL" HAIR COLOUR RESTORER**

*(In addition to the Standard 3/- & 5/- Sizes)*

**SOLIDIFIED**

**"UZON" Brilliantine**

*AT 1/3 PER TIN  
(In addition to the familiar LIQUID form at 1/1½ & 2/9)*

*Real Best Sellers*

**"HARLENE"**

**HAIR GROWER & TONIC**

**"CREMEX"**

**SHAMPOO POWDERS**

**"UZON" Brilliantine**

**"HARLENE" Wave-Setting Lotion**

**"HARLENE" Camomile Golden Hair Wash**

**"ASTOL" HAIR COLOUR RESTORER**

# **EDWARDS HARLENE LTD.**

**20/26 LAMB'S CONDUIT STREET, LONDON, W.C.1**



## Safety Razor Blades to Private Brands

We are specialists in the production of Safety Razor Blades to Private Brands.

Home or Export.

Prices competitive.

Special wrappers, cartons and labels designed to customers' ideas.

In fact your Private Brand complete and ready for sale.

Large output available from most modern Plant.

Consult:

**Dominion Steel Corp. Ltd.**  
"Fleet" Works, Queen's Road,  
Sheffield, England

# 6,000,000 PEOPLE

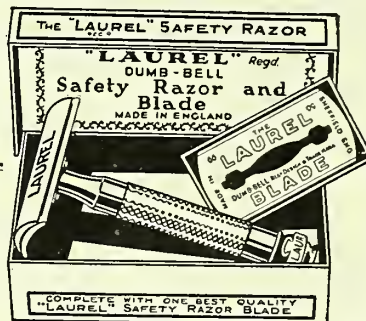
are reading about the wonderful value of the **New Improved "LAUREL"**

**DUMB-BELL** Regd.  
**Razors & Blades**  
*Are you ready to supply?*

Retails  
**1½d.**  
each.

PACKET OF  
**4 for 6d.**  
Order your Stock  
to-day.

COMPLETE  
OUTFIT  
FOR  
**6d.**



**Geo. H. Lawrence Ltd.** Laurel Wks.,  
Nursery St., Sheffield

## HANG IT UP AND LET IT SELL ITSELF

Supplied on cards or boxed. Show cards with every order.

**1 D.**  
Each  
Retail

MADE BY  
**GEORGE IBBERTSON & CO.**  
Razor Works, 146 West St., Sheffield

British Made

**8/ GROSS**  
RETAIL AT **16 DOZ**

**9/ PER 100**  
RETAIL AT **5 for 9**

**9/ PER 100**  
RETAIL AT **5 for 9**

## OCEAN BLADES BRITISH & UNBEATABLE.

Sales (over a hundred million to date) prove superiority. Made from first quality steel by new process imparting ultra-keen edge which lasts. Standard 3-hole pattern.

**OCEAN "REDIBLAD"** Suitable for the Ever-Ready type of holder. Finest Charcoal steel. Packed in fives, 6in box.

**OCEAN "AUTO"** Specially made for Auto-Strop type of holders. A long-life blade which makes life-long friends. Packed in fives, 120 in box.

**"CONQUEROR"** Far and away the finest penny blade. 3-hole type.

**5/6 a gross.** Leading Wholesalers carry stocks. Display Matter free. For direct supplies, send cheque or P.O. to **OCEAN RAZOR BLADES (Gt. Britain) Ltd.** Sales Dept., 1-6 Bridgewater Place, London, E.C.1. (Clerk. 6257.)

Blades also made under customer's own name—state quantity.

## Yes! STAINLESS —not Chrome Plated— to SELL at this price!

Rodgers' Stainless Scissors at this exceptionally low price open up an entirely



—and  
made by  
**RODGERS**

new source of business. Be one of the first to show them. No. P1188 Nurses' 5 in. Scissor, Stainless throughout. 3/- per pair  
**JOSEPH RODGERS & SONS, LTD.**  
Cutlery to His Majesty. No. 6 Works, SHEFFIELD.

\*  
Trade Mark  
Granted 1882

## SPECIAL OFFER OF UPRIGHT SHOWCASES

No. C.D.F. 4422

Very useful upright Showcase 5'9" high x 20" wide x 20" deep. Glazed 1" Drawn Plate Glass. Interior fitted 2 adjustable glass shelves. Oak or Mahogany frames.

**£9.5.0 each**

Send for our New Catalogue No. C.D. 1400 of Showcases.

**DUDLEY & COMPANY Ltd.**  
451 Holloway Rd., London, N.C.

City Showrooms: 65/66 Fove Street, E.C.







# Frozoclone

REGD.

The Original  
Solid Eau de Cologne

LARGE SIZE 3s. 6d. P.A.T.A. 28/- doz.

SMALL SIZE 2s. 0d. P.A.T.A. 16/- doz.

Full Show Material on request.



Retail  
1s. 3d. P.A.T.A.  
10/- doz.

## MIRADOS

THIS scientific preparation for the prevention and alleviation of bites and stings of mosquitoes and other insects, has been thoroughly tested and has the approval of the most eminent Research Laboratory for tropical diseases.

MIRADOS may be used freely and should be applied over the neck, hands and all exposed parts.

Although composed of oily substances it is rapidly absorbed into the skin, leaving an imperceptible film, but no trace of oily matter, and therefore does not soil or stain the clothes.

This preparation contains 1 per cent. of a powerful disinfectant.

POISONOUS, NOT TO BE TAKEN

R. Demuth's Laboratories, London, N.W.

Made in England.

We are open to  
appoint Agents  
in the tropics  
and Colonies.

## MIRADOS

A Scientific Preparation which prevents and alleviates the stings of mosquitoes, &c.

ARTISTIC CUT-OUT SHOWCARD TO HOLD ONE BOTTLE, ON REQUEST



## Carnate

The Renowned Nail Polish  
Antiseptic and Waterproof

Retail 1s. 9d. P.A.T.A.  
per doz. 14/-

R. Demuth's Laboratories

68 Salusbury Road and Montrose Avenue, London, N.W.6.

# HONEST FACTS...

emphasised consistently week in, week out in the National Dailies...and most important of the Provincial Newspapers

- 35 YEARS' SOLID PROGRESS
- PERFECTION IN BLENDING
- DEPENDABILITY..the safeguard for Chemists and Public alike
- PRICE the popular one of 4<sup>D</sup>

THIS IS GOOD HONEST ADVERTISING... backed up by a conscientious service you have known for years... and last but not least the margin of profit is most generous and NOT COMPLICATED BY THE INTRODUCTION OF "STUNTS"

## IEVAN WILLIAMS



This Advertisement appeared in the "Sunday Express" and the "Weekly Dispatch" last Sunday, May 7th.



... Shampoos come ... and Shampoos go ... but "EVAN WILLIAMS" remains... the same dependable shampoo that for over 35 years has been recognised by beautiful women and hairdressers alike ... as the most perfectly blended the World has ever known ... INSIST UPON

Write for our latest Price List and Window Display Terms.

**EVAN WILLIAMS**  
 'ORDINARY' Grade for Dark Hair.

**14-15 UNION STREET  
 LONDON W.1**

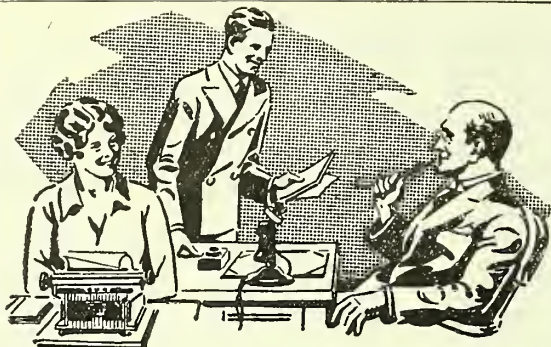
'CAMOMILE' for Fair Hair.

ALL CHEMISTS & HAIRDRESSERS.

the Shampoo that never disappoints... & STILL ONLY COSTS

**4<sup>D</sup>**





*"You can't all be away together"*

"SOMEONE MUST TAKE THEIR HOLIDAYS EARLY, but there's no hardship in that.

"Just think of the Glories of Somerset, Devon or the Cornish Riviera in Spring and early Summer. You must have seen pictures in the newspapers during past months of bathing at these places, even in mid-Winter.

"What must they be like in May and June, easily the best months for holidays in the lovely West Country?

"You'll get longer days, maximum sunshine, cheaper accommodation, trains won't be crowded, and you can enjoy your tennis or other sport amidst the finest scenery in England.

"This year sees the introduction of the most generous Cheap Ticket arrangements ever afforded by the Great Western Railway. 'Summer Tickets' at a single fare and a third for the double journey are now issued by any train, any day between principal towns, cities, seaside and inland resorts, and you may return upon any day within a calendar month. I should advise you to lose no time in writing or telephoning the nearest G.W.R. Station or Ticket Office for information.

"At the same time get the G.W.R. 'Holiday Haunts' Guide, which will give you 8,000 'Where to Stay' Addresses and full particulars of more than 700 Holiday Resorts. It is on sale everywhere at 6d.

**"A Holiday in Somerset, Devon or Cornwall will be the cheapest and best you have ever spent."**



**HALVE  
YOUR  
DELIVERY  
COSTS**

*with the*

**STEVENS 3 WHEELER**

*Outstanding features:*

- ★ Water cooled engine.
- ★ Special steel frame.
- ★ Unique patent springing.
- ★ Car type steering.

Many other outstanding features.

A small deposit secures delivery. The balance can be paid by eighteen easy monthly instalments, which will be more than covered by your decrease in expenditure. So **DON'T DELAY**. Write now, or better still, call and let us arrange a demonstration of this wonderful money saver.

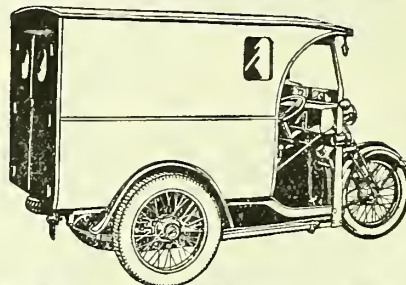
*Main Distributing Agents:*

**PRIDE & CLARKE LTD**

**158/160, STOCKWELL ROAD,  
BRIXTON, S.W.9**

Telephone: Brixton 6414 (5 lines)

Telegrams: Priclarke, London



**£88**

*Please send me free copy of your illustrated List, giving full details of the Stevens 3-Wheeler.*

Name .....

Address .....

(Write in Block Capitals)

INSOLUBLE

NON-GELATINOUS



HYGIENIC

ODOURLESS

SELF-SEALING BOTTLE CAPS MADE FROM VISCOSE.  
EASILY APPLIED — ATTRACTIVE APPEARANCE —  
OPAQUE OR CLEAR—WHITE OR COLOURED—PRE-  
VENT CONTAMINATION, LEAKAGE, TAMPERING, &c.

BRITISH MADE BY

**MODERN CHEMICAL PRODUCTS, LTD.**  
**ORCHARD WORKS, YIEWSLEY, MIDDLESEX**

Phone: West Drayton 345

## NURSE HARVEY'S MIXTURE

A safe, simple and reliable remedy for Children's Ailments is advertised so extensively in the daily and weekly Press as to bring mothers to the retailer without effort on his part.

The selling has been done before the mother reaches the chemist, and, having supplied her, it is only common sense to claim she will buy other family necessities from him. Moreover, the continuous demand for it produces a quick turnover.

*For Direct Terms apply to—*

**OSCAR SCRUTON & CO., YORK**





SEND  
FOR  
THIS  
ATTRACTIVE  
DISPLAY  
STAND

# CORNOL

BRAND

## CORN REMOVER

This Display Stand, which is most attractively coloured, is a highly efficient silent salesman.

"CORNOL" CORN REMOVER displayed as shown above literally sells itself. The Stand is 17 ins. long and makes an imposing show, although taking up a very little room.

The "CORNOL" CORN REMOVER Display Stand adds tone and colour to your window, and the sales add greatly to your profits.

*Take advantage of our*

### SPECIAL BONUS OFFER

3 dozen 1/3 "Cornol" Brand Corn Remover	at 11/6	Cost £1 14 6	Sells for £2 5 0
1 dozen FREE	- - - - -	-	15 0
Less 5% One Month	- - - - -	1 9	-
		<u>£1 12 9</u>	<u>£3 0 0</u>

You spend £1.12.9. You get back £3.0.0. That is £1.7.3. Clear Profit.  
This means nearly 7d. Profit on every Bottle.

**THOMPSON & CAPPER WHOLESALE LTD.**  
**MANESTY BUILDINGS, COLLEGE LANE, LIVERPOOL, 1**

*The* GENERAL PUBLIC  
*The* NURSING PROFESSION  
*The* MEDICAL PROFESSION



**POST THIS COUPON.**

To CORN PRODUCTS CO. LTD.,  
 Bush House, Aldwych, London, W.C.2

Please send me samples, showcards and literature  
 of "Dextrosol" and "Karo."

Name .....

Address .....

C.D.5

## *They are all being told about these pure* **GLUCOSE PRODUCTS**

A powerful Press campaign is making the general public alive to the beneficial qualities of Glucose. In addition, special advertising and personal representation to the Medical and Nursing professions are further stimulating the demand for "Karo," a Glucose product in syrup form specially prepared for infants and growing children, and "Dextrosol" Brand Dextrose B.P. (Pure Medicinal Glucose). By displaying "Karo" and "Dextrosol" in your shop, you can turn this publicity to profitable account.

Send for samples, showcards and literature—free on request.

# KARO • •

# DEXTROSOL

(DEXTROSE B.P.)

**PRICES:**

"Dextrosol"  
 Retail Price - 1/6 lb. Wholesale - 13/6 dozen

"Karo"  
 Retail Price - 2/6 2-lb. tin Wholesale - 21/- dozen

Stocked by leading Wholesale Chemists.

D.A.52

## **NOW IS THE TIME! DISPLAY DYES— IT WILL PAY YOU!**



Join the thousands of chemists who  
 are now featuring:

LUTON Straw Hat Dyes,  
 AURORAL Cold Water Dyes,  
 WINNER Stocking Dyes, and  
 WINNER Home Dyes.

*All backed by over 50 years'  
 reputation for excellence and  
 consistently advertised by*

**WHITAKER & CO. (KENDAL) LTD.**  
 Dye Specialists for Chemists, KENDAL, ENG.



**SUMMER SALES**

**POTTER'S VITALIZING FRUIT SALINE**

**Clarke's LIVER SALTS**

**ALL THE YEAR ROUND HEALTH SALT**

**PRICES**

*Potter's Vitalising*  
**FRUIT SALINE**

8 oz. bottles (retail 1/9)	12/- dozen
4 oz. bottles (retail 1/-)	7/6 dozen

Attractive show matter with all orders.

*All the Year Round*  
**HEALTH SALT**

4 oz. tins ... ..	4/6 dozen
Gross lots ... ..	4/3 dozen
1/- Bottles (4 oz.) ...	7/- dozen
1/6 Bottles (8 oz.) ...	10/- dozen

*Clarke's*  
**LIVER SALTS**

4 oz. tins ... ..	5/- dozen
3 Dozen lots ... ..	4/9 dozen
1 Gross lots ... ..	4/6 dozen

Handsome Showcard with all orders

**POTTER & CLARKE LIMITED**  
*Drug Merchants --- Manufacturing Chemists*  
**60, 62, 64 ARTILLERY LANE, LONDON, E.1.**  
Phone:- Bishopsgate 4761-5 lines. Grams:- Horehound, phone London. (2 words)  
and **24, LUNA STREET, GREAT ANCOATS STREET, MANCHESTER**  
Phone:- Manchester City-6048. Grams:- Horehound, Manchester



## THE BEST VALUE TO-DAY IN GLASS COUNTERS AND SHOWCASES.

The 'MARLBOROUGH' Glass Counter, well constructed in oak or mahogany, 6 ft. long by 3 ft. high by 2 ft. deep. Glazed  $\frac{1}{2}$ " drawn plate-glass, polished oak parquet floor, fitted glass shelf 12" wide. Sliding doors at back.

£10



The 'KINGSTON' upright showcase, 6 ft. high by 2 ft. wide by 2 ft. deep, oak or mahogany frames, oak parquet floor, glazed throughout with  $\frac{1}{2}$ " drawn plate-glass and fitted 3 drawn glass shelves supported on movable brackets.

£10 : 10

*Inspect these cases at our showrooms, where we have an extensive display of all types of shop fittings for the chemist.*



### RUDDUCK & CO.

219 and 227 OLD STREET, LONDON, E.C.1

TELEPHONE: CLERKENWELL 2371



### "LUMENA" ADVERTISING SIGNS TO HELP YOUR SALES

COLOUR AND MOVEMENT SAY  
"STOP—LOOK—BUY"

"LUMENA" SIGNS ARE DESIGNED FOR  
SHOP WINDOWS AND SHOWROOMS  
SHOWING CONSTANT MOVEMENT OF  
BEAUTIFUL COLOURS



**LUMENA LIMITED,** LAMBERT PLACE,  
SHEFFIELD 3

50th YEAR OF PUBLICATION

## THE EXTRA PHARMACOPOEIA

By W. MARTINDALE, Ph.D., F.C.S.

Vol. I.—20th Edition. 27/6 net Postage 6d. Vol. II.—19th Edition. 22/6 net Postage 4d.

Complete Work (2 Volumes). 50/- net post free.

An up-to-date book of reference containing concise and easily-found information on the clinical use of modern chemicals and drugs—characters, dosage, methods of prescribing, etc. The Posological Index contains over 12,000 items.

A synopsis of the principal Changes and Additions in the new B.P. is incorporated. *Pharmaceutical Journal*, Oct. 15th, 1932, says: "It is impossible to imagine, even in this time of financial stringency, any dispensary bookshelf being complete without it."

Descriptive leaflet on request.

LONDON: H. K. LEWIS & CO. LTD., 136 GOWER ST., W.C.1, also from W. MARTINDALE, 12 NEW CAVENDISH ST., W.1.



# Three sales with a single effort!

Purchasers of any 'Hazeline' preparation are quick to realise its exceptional quality

Companion sales of other 'Hazeline' products are readily effected. Each product has its special use

*Non-greasy*



## "HAZELINE" (Trade Mark) SNOW"

The original non-greasy toilet preparation.  
Fragrant and velvety smooth.

*Collapsible tubes, at 5/5 per dozen*

*Glass pots, at 15/- per dozen*

*Emollient*



## 'HAZELINE' (Trade Mark) CREAM

Pure. Emollient. Keeps the skin soft.  
Counteracts effects of sun and wind.

*Collapsible tubes of two sizes, at 7/6 and 15/- per dozen*

*Glass pots, at 15/- per dozen*

*Jars containing 1 lb., at 105/- per dozen*

*Astringent*



## TRADE MARK 'HAZELINE' BRAND

*Hamamelis virginiana*

Soothing, astringent, antiseptic. Invaluable  
in the sick-room and for the toilet.

*Bottles of 4 fl. oz., at 18/- per dozen*

*Bottles of 16 fl. oz., at 46/- per dozen*

*London Prices to the Trade (subject)*

DISPLAY MATERIAL ON REQUEST



BURROUGHS WELLCOME & CO., LONDON

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# THE CHEMIST AND DRUGGIST

A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

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## News of the Week

### Trade Marks Committee, 1933

The Trade Marks Committee which has been set up to consider and report whether any, and if so what, changes in the existing law and practice relating to trade marks are desirable (*C. & D.*, February 18, p. 163) is continuing its meetings for the purpose of hearing evidence from interested persons and associations. Seven meetings of the Committee have taken place, and during the next few weeks evidence will be taken from representatives of the Trade Marks, Patents and Designs Federation, Ltd., the Trade Mark Owners Association, Ltd., and the Chartered Institute of Patent Agents. Any persons or associations who desire to submit any further suggestions, or to give evidence, should notify their intention to the Secretary to the Committee, Mr. R. W. Luce, Industrial Property Department, Board of Trade, 25 Southampton Buildings, W.C.2, not later than June 3.

### Import Duties Advisory Committee

The Import Duties Advisory Committee give notice that they have under consideration the following applications for increase of import duty on:

Carbon rods of all sizes for electric batteries. . . .  
Glass bottles, glass jars and other glass containers (including glass stoppers or glass covers belonging to them, imported therewith), whether finished or not, including blanks for the production of such articles.

Illuminating glassware, including globes and shades, oil lamp glasses, miners' lamp glasses, glass bulbs and tubes for electric lamp or valves, and glass parts and accessories, whether finished or not, for lamps and all other kinds of illuminant.

Glass tubes, rods and bars.

Plate and sheet glass, plain, opal or coloured, whether bevelled, silvered, or otherwise finished or not, and articles made wholly or partly of such glass.

Any representations which interested parties may

desire to make in regard to these applications should be addressed in writing to the Secretary, Import Duties Advisory Committee, Caxton House (West Block), Tothill Street, Westminster, London, S.W.1, not later than May 29 in the case of carbon rods and not later than June 8 in the case of the other commodities enumerated above. The Committee announce that they have decided not to make any recommendations in respect of the applications previously advertised for:—  
The imposition of additional duties on rice, starch and compounds thereof, and the removal from the Free List of peroxide of manganese, whether ground or granulated, and for the imposition of an additional duty upon it.

### Visits to Works

A large party of members of the Birmingham Pharmaceutical Association visited the works of Cadbury Bros., Ltd., Bournville, on April 26. The tour commenced with a visit to the village of Bournville, the party being conducted round in motor coaches; the items of interest were pointed out by the guides. In the works the party saw the plant for roasting the cocoa beans, extracting the cocoa butter, manufacturing, filling and labelling the tins of cocoa. The chocolate finishing and decorating room proved of absorbing interest, and the printing plant was also inspected. The afternoon concluded with tea served in the company's restaurant.

An instructive visit to Parke, Davis and Co.'s works at Hounslow was made by the Pharmacy Students' Association of the Merchant Venturers' Technical College, Bristol, on May 4. The journey was made by road coach. The party were welcomed by Mr. Cathcart (manager) and other members of the staff. After lunch Mr. Cathcart made a speech of welcome and Mr. D. J. Williams (head of the School of Pharmacy) responded. A photograph of the party was taken and small groups were conducted round the laboratories. At tea, Mr. K. J. Adams

(chairman of the Association) thanked Mr. Cathcart and members of his staff for their hospitality and the interesting and instructive way that the visit had been arranged. The day was completed with a cinematograph film of some of Messrs. Parke, Davis's biological work in America, and a lecture on vitamin therapy was given by Mr. Freeman.

### Inquests

A verdict of "Suicide while not of sound mind" was returned at an inquest held at York, on May 8, on the body of Mr. George H. Coverdale, chemist and druggist, who was found dead on the floor of his warehouse. Evidence of depression following influenza was given by his brother Mr. Geoffrey Coverdale, and other evidence showed that death was due to poisoning by hydrocyanic acid.

An inquiry was held at Lowestoft, on May 6, concerning the death of Dr. William G. Hazelton, who, the evidence showed, had been overworked. His dispenser stated that he persuaded the doctor to hand over a tube of morphine sulphate tablets. It appeared from another statement that he subsequently took 5 gr. of morphine sulphate, and in spite of receiving medical assistance throughout the following night died in about twelve hours. A verdict of "Suicide while of unsound mind" was recorded.

At Camborne, on May 2, the coroner concluded an inquest on the body of Miss Victoria M. C. Rowe. A medical witness stated that he had prescribed for Miss Rowe and two other patients a pill containing phosphorus  $\frac{3}{16}$  gr. with extract of valerian and a zinc salt. All the patients were sick after taking some of the pills, and Miss Rowe died. Analytical evidence showed that 0.013 gr. of phosphorus was found in certain organs of the body, and that the pills, which were made on a large scale, contained  $\frac{1}{16}$  gr. of phosphorus in each. The minimum fatal dose of phosphorus was regarded as 0.75-1.0 gr. A verdict of "Death by misadventure" was returned.

### Manchester

The brighter weather and the approach of the holiday season (for many people take holidays in May) should help to re-establish the photographic trade with chemists.

The Junior Branch of the Manchester Pharmaceutical Association held a concert on April 27. Mr. H. Steinman (chairman) presided over a representative gathering of over 100 members and friends. A long and varied programme was provided by Albert Briscoes concert party, assisted by Mr. John Hill (violinist) and Mrs. Fewster (accompanist). At the conclusion, Mr. J. H. Franklin proposed a hearty vote of thanks to the artists. He extended an extra word of thanks to Mrs. Fewster for the delightful manner in which she had accompanied.

### Miscellaneous

**CHEMISTS AT TRADES EXHIBITION.**—Among those taking part at the annual Trades' Exhibition at Boston are Bailey & Alexander, chemists, Strait Bargate, and Hurst, Son & Page, Ltd., chemists, Market Place. The former are showing drugs and the latter perfumery products.

**JUVENILE OFFENDERS.**—At Sunderland Police Court, recently, two boys were bound over on a charge of having stolen the sum of £2 10s. belonging to Mr. Charles Ranken, Ph.C., Stockton Road, and were ordered to repay the stolen money.—At Burnley Sessions, recently, Norman Forshaw (16) was bound over on a charge of breaking into the shop of Mr. W. Rothwell, Ph.C., Bolton, on five occasions (*C. & D.*, April 29, p. 452).

**ADVERTISING AND MARKETING EXHIBITION.**—The programme of the Advertising and Marketing Exhibition to be held at Olympia, London, W.14, on July 17-22, has been issued to the Press. A convention will be opened by the Prime Minister on July 18, and will continue during the three following days. Among the subjects to be discussed are "Poster Advertising," "Dominion and Empire Advertising" and "Continental Advertising." A programme of social events has also been arranged. The general secretary of the Advertising Association is Mr. G. Russell, 110 Fleet Street, E.C.4.

**IN THE COURTS.**—At Marylebone Police Court, London, on May 3, Charles Eva (33), wireless mechanic, George Sutton (27), bookmaker, and James Tracey (25), commission agent, were remanded on a charge of breaking into the warehouse of Heppells, Ltd., chemists, Osna-burgh Street, N.W.1, and stealing razor blades valued at £300.—At Tower Bridge Police Court, on May 4, Miss Beatrice Cunningham and Mr. Edward Mabbutt were summoned for causing an obstruction in Southwark Street, S.E. It was stated for the Bermondsey Borough Council that Miss Cunningham explained the merits of Milton through a microphone, while her companion sold samples. Cross-examined by Mr. Casson, barrister, defending, a police sergeant said that Southwark Street was a market street but no licences were granted by the Borough Council for it. Mr. Mabbutt was fined 40s. and Miss Cunningham 7s. 6d.—At Wolverhampton Police Court, recently, Dominick J. O'Donnell (53), of no fixed abode, was sentenced to six months' hard labour for having obtained by false pretences a camera and case, valued at £17 10s., from Mr. William Starkey, chemist and druggist, Snow Hill.

## Scottish Notes

### Brevities

Mr. A. Turner, Ph.C., has been appointed by Dumfries Public Assistance Committee to supply medicines, etc.

A rink game under the auspices of the Bowling Section of the Glasgow Pharmacy Club will be held on May 16.

Members of the Dundee School of Pharmacy Former Students' Association paid a visit of inspection to the premises of the "People's Journal" recently.

At the recent examinations of the Royal Academy of Music, held in Glasgow, Miss Isobel S. Mason, only daughter of Mr. A. Duncan Mason (Huxley's Pharmaceutical Products), was successful in gaining the diploma of L.R.A.M. for pianoforte.

## Irish Notes

### Brevities

Mrs. McLoughlin, Ph.C., is opening a pharmacy at 9 East Beach, Cobh.

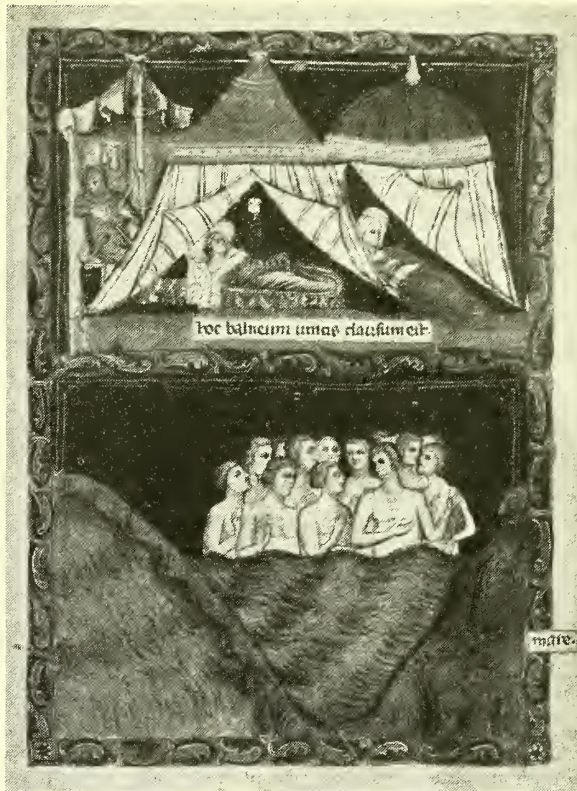
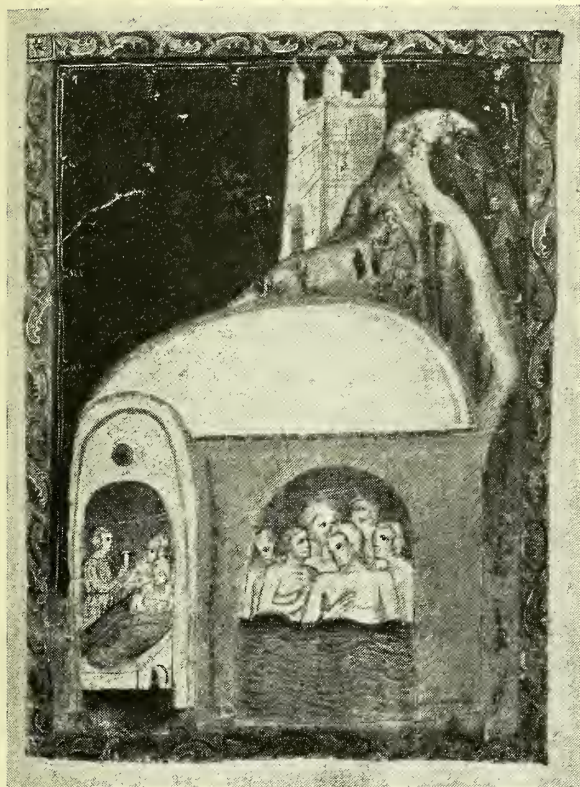
Mr. James Hunter, Ph.C., Coleraine, has been appointed rector's glebe warden and secretary of St. Patrick's Parish Church, Kilrea.

The fifteenth annual competition for the McMullan challenge cup, under the auspices of the Ulster Chemists' Golfing Society, will be held at Castlerock Links on June 7. The competition is confined to those in connection with the drug trade in Ulster. Entries will be received by the secretary, Mr. W. F. Rankin, 11 Waring Street, Belfast, not later than June 2. A further fixture has been arranged for June 14.

At a meeting of Belfast Chamber of Trade on May 1, Mr. James Dundee, Ph.C., opposed the proposed suspension of the Saturday afternoon delivery of letters in Belfast. Mr. Dundee said the change would mean that they would not get orders until Monday morning. He had orders from the country every Saturday, and if the letters were held over until Monday it would be serious. The Chamber passed a resolution against the proposal.

Mr. J. F. Gordon, Parliamentary Secretary to the Ministry of Labour, in introducing the estimates of that Department in the Northern Irish Parliament, Belfast, on May 3, said that the number of National Health Insurance prescriptions issued in 1932 was 636,000, at a total cost of £36,500. From that amount an agreed economy deduction was paid to the Exchequer of £2,300. Compared with 1931 there was a reduction of 55,000 in the number of prescriptions issued, and a reduction in cost of £6,000. The cost of medicines worked out at 2s. 5d. per head of insured persons on the doctors' lists, and the average cost of each prescription worked out at 1s. 1½d. There were 370,000 persons entitled to medical treatment; out of that total 354,000 persons had selected doctors.





TWO MINIATURES (REDUCED SIZE) FROM A FOURTEENTH-CENTURY MS. SOLD AT MESSRS. SOTHEBY'S, NEW BOND STREET, LONDON, W.1, ON MAY 9 FOR £740. THE THIRTY-SIX LEAVES OF THE MS. CONTAIN THIRTY-FIVE OF THESE PAINTED MINIATURES, EACH MEASURING ABOUT EIGHT INCHES BY FIVE INCHES, ILLUSTRATING THE SUBJECT OF THE TEXT, THE BATHS OF POZZUOLI AND BAIE. MEDICAL MSS. WITH MINIATURES OF SO EARLY A DATE ARE VERY RARE. (BY COURTESY OF SOTHEBY & CO.)

## Topical Reflections

By Xrayser

### A Professional Occupation

has been defined by Sir Josiah Stamp in terms that can probably not be improved upon (*C. & D.*, May 6, p. 479); and application of the distinguishing marks he indicates as those characteristic of a profession ought to prove satisfactory generally as a test whether or not a particular business is of a professional nature. They might also be applied with advantage to the conduct of individuals suspected of acting unprofessionally, as it should not then be difficult to arrive at a definite conclusion. So far as British pharmacists are concerned, there can be no question as to a large number of them being distinguished as Sir Josiah Stamp would require the members of a profession to be. For they are undoubtedly imbued with a sense of group solidarity, they recognise a minimum level of ethics, they have been technically trained and tested for fitness, they expect new knowledge to be imparted to them freely and openly, and they are inspired by a motive of service to the community. That all in our ranks do not respond satisfactorily to these tests does not affect the main question, whether or not pharmacy can justly be classed as a profession. Commerce generally, be it noted, is not regarded by Sir Josiah as being a profession, and it is interesting to read his comments on high-pressure salesmanship methods, while it is amusing to learn from him that the consumer is now being taught the art of sales resistance in self-defence, to save himself the calamity of buying things he does not need and cannot afford!

### Prospects in Pharmacy

are somewhat pessimistically surveyed by a *C. & D.* correspondent (p. 483), who appears to me to foresee more and worse results from the raising of the standard of the pharmaceutical entrance examination than I should imagine are at all likely to accrue. Insufficient allowance seems to be made by this prophet for a possible falling off in the number of entrants to pharmacy when the preliminary educational requirements are as severe as those required for other professional occupations. Moreover, it should not be overlooked that it will be much easier in future for those who find themselves superfluous in pharmacy to change over to medicine or scientific work, since they will not need to begin again at the very beginning in order to qualify for a different profession. But even assuming that a greater number may come into pharmacy and stay, it does not follow that an adequate increase of pharmaceutical business is a hopeless thing to look for. We ought in time to secure the whole of the dispensing of medical prescriptions, and that should be followed by the granting to us of the exclusive right to handle B.P. and B.P.C. medicaments of pronounced activity. Our pharmacist friends in Northern Ireland were recently reported to be considering the desirability of asking their Government to restrict to them the supply of such medicaments, and there ought to be no question of the importance to the public of being unable to obtain medical supplies except from persons trained to handle them and to know when they can safely be guaranteed.



## New Companies and Company News

### P.C. means Private Company and R.O. Registered Office

**HEALTH FOOD SUPPLIES (LONDON), LTD. (P.C.).**—Capital £1,000. Objects: To carry on the business of health food specialists and suppliers, pharmaceutical and dispensing chemists, herbalists, druggists, etc. R.O.: 9 Station Buildings, London, S.E.23.

**ROBEL, LTD. (P.C.).**—Capital £3,000. Objects: To carry on business as selling agents for and manufacturers of toilet and liquid soaps, perfumery, face powders, and all toilet requisites, etc. R.O.: Eagle House, 109 Jermyn Street, Piccadilly Circus, London, S.W.1.

**COPELAND & JENKINS, LTD. (P.C.).**—Capital £3,000. Objects: To experiment with, develop, work, finance and turn to account chemical or other processes for the manufacture and merchandising of mica and other minerals and metals; to deal in mica or other silicates, etc.

**A. E. DERRINGTON, LTD. (P.C.).**—Registered in Dublin. Capital £7,000. Objects: To carry on the business of manufacturers, refiners and importers of paints, pigments, colours, soaps, toilet and sanitary requisites, etc. Secretary: Thomas P. Phelan, 3 Suffolk Street, Dublin.

**EAST LONDON PAINT AND VARNISH COMPANY, LTD. (P.C.).**—Capital £1,000. Objects: To carry on the business of manufacturers of and dealers in paints, varnish, lacquer, shellac, cellulose, size, pigments, etc. Secretary: Frank Sinclair, 25 Makepeace Avenue, Highgate, London, N.

**KORMEOL PRODUCTS, LTD. (P.C.).**—Capital £500. Objects: To acquire the registered trade mark "Kormeol," and to carry on the business of manufacturers of and dealers in medicinal, vegetarian, proprietary and other foodstuffs, preparations and liquids, etc. Solicitors: Amery Parkes & Co., 1 Arundel Street, W.C.2.

**MAGNAXIDE COMPANY, LTD. (P.C.).**—Capital £300. Objects: To carry on the business of tooth paste manufacturers and dealers, and manufacturers of and dealers in powders, chemicals and other materials for cleaning and preserving teeth, etc., and to acquire the registered trade mark "Magnaxide." R.O.: 166 and 168 Bishopsgate, E.C.2.

**COLBIT, LTD. (P.C.).**—Capital £8,000. Objects: To acquire the business carried on by Colbit Roadspray, Ltd., at Fairfield, Manchester, and to carry on the business of paint, varnish, distemper and sizing material manufacturers, manufacturers of disinfectants, weed killer, etc. Solicitors: A. & G. W. Fox, 53 Princess Street, Manchester.

**MEDICAL AGENCY, LTD. (P.C.).**—Capital £3,500. Objects: To carry on at Dudley House, 36/8 Southampton Street, Strand, and elsewhere, an agency for the purpose of introducing, negotiating and arranging for the sale or purchase of medical, dental and veterinary practices or partnerships, chemists' businesses, etc. R.O.: Dudley House, 36/8 Southampton Street, Strand, London, W.C.2.

**BOOTS PURE DRUG CO., LTD.**—The directors announce that, subject to audit, net profits for the year ended March 31, 1933, amounted to £701,453, as against £731,890 for the preceding year. In addition to the four interim dividends already paid, amounting to 24 per cent., less tax, a bonus of one shilling per share, free of tax, will be paid to shareholders registered on May 5, 1933.

**BOOTS PURE DRUG CO., LTD.**—After lengthy negotiations, arrangements were completed on May 8 whereby control of Boots Pure Drug Co., Ltd., passed into British hands by the acquisition of 1,000,000 ordinary shares of £1 each from the United Drug Company. The shares

have been placed amongst leading insurance companies, banks, trust companies and financial houses throughout the country at the price of £6 15s. per share with the bonus of one shilling per share (tax free) just announced.

### Private Arrangements

**Herbert Harrison, The "Fieldside Pharmacy,"** Thorne, Doncaster, and Bloom Hill, Goole Road, Moor Ends, near Doncaster, chemist and druggist. A circular issued to the creditors by Mr. P. S. Booth, of the Association of Manufacturing Chemists, Liverpool, and Mr. W. G. Dickinson, C.A., Doncaster, who are the joint trustees, states that for some time the debtor has experienced difficulty in discharging his accounts, and a deed of assignment has been executed to protect the estate. The shop at Moor Ends was only opened during the present year. The records showed that during the year to June, 1931, the turnover was £2,152, whilst in the following year it was £2,623, and for the nine months to March 31 last the sales amounted to £2,086. The trustees proposed to dispose of the business as a going concern. The statement of affairs showed liabilities of £1,938 14s. 9d., made up as follows:—Trade creditors £1,378 4s., cash claims £383 0s. 9d., bankers £162 10s., and partly secured creditors £15. The total claims of the latter were £55, but securities to the value of £40 were held. The assets consisted of cash in hand £6 17s. 9d.; stock £1,600, put down at £800; trade fittings, fixtures, &c., £50, and book debts £122 16s. 2d., valued at £60, making a total of £916 17s. 9d. After allowing £24 10s. 8d. for preferential claims, the net assets were £892 7s. 1d., or a deficiency of £1,046 7s. 8d.

**Edward Ross, trading as L. C. White,** 407 New Cross Road, London, S.E., chemists' sundriesman. The creditors of the above met recently, at the offices of Messrs. O. G. Sunderland & Co., C.A., 15 Eastcheap, London, E.C., when the statement of affairs showed ranking liabilities of £531 13s. 1d. In addition there were fully secured creditors for £1,273 16s. 5d. After allowing £59 2s. 7d. for preferential claims, the net assets were £107 8s. 2d., or a deficiency of £424 4s. 11d. The assets consisted of cash in hand £2 4s. 10d.; stock £201 8s. 10d., valued at £134 5s. 11d.; and fittings, fixtures and utensils £150, expected to realise £30, making a total of £166 10s. 9d. Mr. O. G. Sunderland reported that the debtor commenced business in partnership with his brother in 1928, but a dissolution took place after a few weeks, and in February 1929 the debtor commenced at Kingston. In July 1932 he opened the business at New Cross Road. The turnover at Kingston between April 1930 and March last had amounted to £4,520. The sales at New Cross to date had been £1,117. The purchases for the whole period in connection with both businesses had been £4,150. The debtor disposed of the lease at Kingston, together with the fixtures and fittings, for £115, and the stock was removed to New Cross. No offer was submitted, and it was decided that the matter should be dealt with under a deed of assignment to Mr. Sunderland. A committee was also appointed, consisting of Mr. Parkin S. Booth, of the Association of Manufacturing Chemists, and the representatives of the chief creditors.

### Bankruptcy Report

**Re Samuel Blower Stead,** 77 High Street, Newton-le-Willows, Lancs, chemist and druggist. The public examination of this debtor was held at the Court House, Warrington, on May 5. A statement of affairs had been lodged which showed liabilities of £272, with assets of £142 and a deficiency of £130. Replying to questions, debtor said that he opened a branch business in Wargrave Road, Earlestown, in May 1932 to provide employment for his son. He closed that business, however, in October last year. He added that trade declined owing to the closing of a local foundry, and the operation of a bus service which took customers to other towns. He had been aware of his position since May 1932. The examination was closed.



# Council Candidates at West Ham

IN accordance with their usual practice, the members of the West Ham and Eastern District Association of Pharmacists and Branch of the Pharmaceutical Society welcomed, on May 4, candidates for the Council election at a meeting in the Church Institute, Stratford, E. Mr. Arthur Mortimer (president) occupied the chair, and there was a small but representative attendance. Apologies for absence owing to business engagements were read by the secretary (Mr. J. Reed), from Messrs. W. Deacon, T. Guthrie and E. T. Neathercoat.

MRS. FREKE recalled that she had been on the Council for seven years, and had served on all but one of the standing committees. Her particular work had been on the Benevolent Fund Committee, in trying to get subscriptions, and in visiting the children whom the Council had placed in the Society's orphanages. One of the things she had particularly noted in her work for the Benevolent Fund was that where a woman was left with, say, two or three children, it was far better for her to be helped to keep a home together. She had always done her best to persuade the Committee to help mothers to keep a home together. With regard to education, she thought the Society were inclined to make it too academic. The majority of the members of the Society were retailers, whatever they might call themselves, a profession or what they liked, and they could not get away from the fact that they were commercial people to a large extent. That was her policy on the Education Committee. With regard to the Finance Committee, a woman could always be interested if she was good at figures, and she happened to be particularly good. With reference to the Establishment Committee, she had a practical knowledge of what could be done in keeping the place going as far as decorations and general cleanliness were concerned, and also with regard to the staff. As for the work of the Law Committee, she quite agreed that they should prosecute people where the offence was flagrant, but sometimes prosecution was not far off persecution. The Pharmacy and Poisons Bill was practically law, and they had to realise that the best had been done that could possibly be done.

MR. MCNEAL said he agreed with Mrs. Freke that perhaps the Pharmacy and Poisons Bill was the best they could expect. But many of the clauses of the measure were vague, and it was going to depend a lot on how those clauses were to be interpreted. They would require in the Council of the Society those who not only had a knowledge of the Bill and an everyday knowledge of conditions in pharmacy, but would be able to make a decided stand on how the clauses were to be interpreted. There would have to be no weakness on the Council of the Society. He regarded as most important the clause relating to the sale of poisons by people who obtained a licence. He would much rather have liked the clause to be more definite, but, unfortunately, he understood, the Council of the Society were not able to get the amendment they desired, and he thought they were to be congratulated on being able to get some of that amendment. He knew that they tried very hard, because he was on the "other side" when they were trying. He believed they wanted someone on the Council who was not going to give way on the interpretation of these clauses. Another matter in which he was particularly interested was the treatment of the pharmacists who were attached to hospitals and also in the Army and Navy. He advocated that apprenticeship should be for a minimum of three years. Another matter was the patent-medicine stamp, which was becoming a commercial factor.

MR. HARDY recalled election promises of a few years before, when they had said they would oppose the granting of a charter to the Institute of Chemistry. The other was that they would fight that the pharmaceutical qualifications of the chief dispensers of the poor-law institutions should be mandatory. At the same time, the action which the Council had taken had been such that if they looked round they would find that now the chief dispenser of such institutions was a pharmacist and generally a pharmaceutical chemist. The Council as a Council had no power to spend money in cases like those relating

to stamp duties. With regard to the Pharmacy and Poisons Bill, he had opposed every clause in it which he considered detrimental to the man in business, and after all it applied more to the retail chemist than to any other. With regard to registration, for which the fee was up to £3, it only meant the power was there. The fact was that every one of the things that had been mentioned by the people who were not on the Council had been fought for in the Lords and in the Commons. They had had a try to get the dispensing, but there was the medical end which gave the doctor the right to dispense, and although they met the General Medical Council and the B.M.A. and had the sympathy of the medical men they could not get the concession. With regard to the apprenticeship system, he was in agreement with Mr. Reed. Even there the opinion of a Government department had been taken as to what steps they could legally take. He urged that those present should vote for those who had served them well in the past.

MR. KEALL began by apologising on behalf of Mr. Jack and Mr. Guthrie, who both deeply regretted not being able to attend that meeting. As far as the forthcoming election was concerned, he hoped the members would take the records for the last three years and assess them on those records. The points of his policy had been published in the *C. & D.* of April 29. With regard to the Pharmacy and Poisons Bill, if the present members of the Council were sent back again to carry on the work of reconstruction he would be very glad to take his part. When the first Bill was before them for consideration, it appeared that there was a large number of points which they were bound to oppose. The strong opposition against the passing of the second reading gave a most valuable period of time to continue the negotiations. There were sections of the Bill in which they failed to get such points as they would like. Part 1 was the most effective, while in Part 2 they had got to deal with things which were public policy and public interest, from the point of view of what would approximate more to the future. With regard to the general work of the Council, he had had the privilege of serving on most of the committees, and during the past twelve months had served on them all in his official capacity. The issues they had to face up to were very grave. A very important point which might come up at any time was the question of the Advertising Medicines Bill. The Council was keeping a close watch on that particular Bill, and the interests of pharmacists would be fully safeguarded by the Society as far as was humanly possible. With regard to finance, his view was that they were not justified in putting upon members any expense other than that due to the obligations thrust upon them by the provisions of the Bill. He now more or less agreed with compulsory membership of the Society, for they had suffered materially in the past through lack of something of the kind, and the fee should be a reasonable and proper one. The registration fee should be such as would enable the Society to do its work efficiently. They had to remember that there was a tremendous number of their members who were conducting their business under corporate pharmacy conditions, and they should take their share in the finance of the Society. The Bill provided for that. Thus they would have an opportunity of having a stronger Society than they had ever had. They had a Society which was ninety years old, and they were going to superimpose on the structure they had already built something which they had never had before.

THE CHAIRMAN expressed appreciation of the fact that the four candidates had given the Association an opportunity of seeing them and firing questions at them. He particularly referred to the work of Mrs. Freke for the orphan children, expressing the view that it was a wise thing to have a woman representing the women in pharmacy.

MR. W. GRAY, vice-chairman of the Association, proposed a vote of thanks to the candidates; this was seconded by MR. F. R. MAXEY and carried with acclamation.



## Association Meetings

**Public Pharmacists.**—At a meeting of the Council of the Guild of Public Pharmacists, held on May 8, the following officers were elected for the ensuing year:—*President*, Mr. H. Davis; *Vice-President*, Mr. C. H. Sykes; *Treasurer*, Mr. A. H. Jenkin. Mr. J. P. Gilmour was elected a honorary member of the Guild.

**St. Vincent Association.**—The annual meeting of the St. Vincent Association was held on April 28. The following officers were elected for the ensuing year:—*President*, Mr. H. A. Mumford; *Vice-Presidents*, Mr. J. W. Hughes, Mr. H. W. Jacob; *Treasurer*, Mr. H. G. Mumford; *Secretary*, Mr. J. R. Bailey; *Committee*, Mr. J. Macvie Hill, Major H. Campbell Howie, Mr. W. Arbuthnot Lane, Mr. M. Lloyd Jones, Mr. J. G. Percy, Mr. H. R. Napp, Mr. W. Schumacher, Mr. E. H. Spicer, Mr. Henry Terry and Mr. G. E. Tout. A tribute was paid to the good work done by Mr. George Cooper, the retiring president, during his year of office. At the house dinner following the business meeting, Mr. J. Macvie Hill gave an address on his amusing and, in some instances, thrilling experiences in four continents. He gave some valuable hints to younger representatives on interview work, stressing ethical conduct, loyalty to one's firm and high ideals.

**Thames Valley.**—The twenty-ninth annual meeting of the Thames Valley District Pharmacists' Association was held at Kingston-on-Thames on May 2, Mr. Howells (president) in the chair. The secretary's report for the year referred to the larger number of meetings that had been held and to the successful social functions. The treasurer's report showed that the financial position was sound. The officers for the ensuing year are:—*President*, Mr. Norman Dewey (Hampton Hill); *Vice-President*, Mr. W. S. Howells (Richmond); *Secretary*, Mr. A. F. Clarke (Surbiton); *Auditor*, Mr. C. J. Palmer (Twickenham); *Treasurer*, Mr. Alfred Higgs (Kingston). Messrs. A. Woodcock (Richmond), W. Griffiths (Motspur Park), John Roch (Kingston) with the officers are the *Committee*. The retiring president addressed the meeting on the steps that had been taken by the Association during the year to deal with the price-cutting evil. He was in favour of a joint meeting of representatives of the Metropolitan Associations being held and fully discussing the position so that united efforts could be taken to deal with the matter. Mr. Alfred Higgs (a member of the P.A.T.A. Executive) replied to some of the points raised by Mr. Howells, saying that the P.A.T.A. were in a very strong position to deal with the question now they had brought the rules up to date. On the proposition of the president, the following resolutions were passed, copies to be sent to the P.A.T.A., N.P.U. and others:—(1) "To receive from the members of the Thames Valley Association complaints and evidence relative to sales below fixed prices." (2) "To place such evidence before:—(a) Its members; (b) the P.A.T.A.; (c) the manufacturers and wholesalers concerned." (3) "To issue to its members at such time and in such form as the committee may desire a list containing:—(a) The names and addresses of the price cutting traders; (b) details of the articles concerned; (c) the names and addresses of suppliers." (4) "If any wholesale or manufacturing firm is found supplying a price cutter or cutters with P.A.T.A. or non-P.A.T.A. lines, then the secretary shall give notice to such firm of the intention to include the name of the firm in the said list and of the reason therefor, unless within one week a written agreement to refrain from supplying price cutters or a satisfactory explanation is received, and at the expiration of one week the name of the firm may be placed on the list. Provided that if in the opinion of the secretary urgent action is required, the name of any firm may be placed upon the list without previous notice to the firm, but in any case notice shall be given forthwith of the action taken and the reason therefor. The committee may from time to time remove any name from the list." The Pharmacy and Poisons Bill and the Council election were considered together, as Mr. J. F. McNeal, a Council candidate, was present. In giving his views, Mr. McNeal said that the Bill hindered rather than helped the

chemist in business. He was of opinion that doctors' dispensaries should be open to inspection in a similar way to chemists' shops. The fees to be levied on the chemist in business were called maximum fees; he thought they would find that they would become minimum fees, and as such were too high. As to Part II poisons, would this extension of permission to sell poisons reduce the public's danger? He emphatically said "no." The Pharmaceutical Society, in accepting the Bill, had cut the ground under the N.P.U. Another point he favoured was territorial representation on the Council; the time for this innovation was ripe. As to apprenticeship, he thought three years was a fair time. A vote of thanks to Mr. McNeal for his address was passed.

**Women Pharmacists.**—At a recent meeting of the Committee of the National Association of Women Pharmacists the following officers were appointed for the coming year:—*President*, Miss E. Hodgkinson; *Vice-President*, Miss H. E. Claremont; *Secretary*, Miss G. Hindes; *Assistant Secretary*, Miss H. E. Claremont; *Employment Secretary*, Miss F. M. Harvey; *Assistant Employment Secretary*, Miss M. C. Islip; *Treasurer*, Miss E. Blundell.

## National Mark Malt Extract

By Manufacturer

In the issue of THE CHEMIST AND DRUGGIST for January 11, 1930 (p. 40), a full account of the inception of the National Mark scheme for malt extract, both pharmaceutical and veterinary, appeared; in a leaflet just issued by H.M. Stationery Office will be found details of changes in the standards of malt extract, which are now brought into line with those of ext. malti, B.P., 1932. It should be noted that National Mark malt extract is to be produced from barley grown in England and Wales, although it may be made from grain grown in Scotland, by special arrangement with the Ministry of Agriculture and Fisheries.

The protein content of the extract has now been reduced from 5 per cent. to 4.5 per cent. of the total weight. The specific gravity remains, as before, at 1.40 to 1.42, and the arsenic content is not to exceed 1.4 part per million. The greatest change is in the absence of any allusion to the diastatic activity of the extract. Hitherto this was to be not less than 25 Lintner; but following the lead of the new B.P., no standard is now given, as apparently, if the preparation is made in accordance with the general "definition of quality," which, broadly, is that of the B.P. and answers to the required standards, the malt extract so prepared can be regarded as a satisfactory product for the exhibition of cod-liver oil and other preparations.

The conditions governing the marketing of National Mark malt extract, both with and without cod-liver oil, are not so rigid as they were. Provision is now made for (a) the incorporation of the National Mark in private brand labels as an alternative to applying official National Mark labels; (b) the application of National Mark labels to plain cartons used for packing malt extract to be dispensed under the National Health Insurance scheme; (c) the application of the Mark to malt extract which, although not received under the Mark, is of National Mark quality, provided it is accompanied by an express guarantee by the maker that the extract is made from home-grown barley and complies with National Mark requirements.

It would undoubtedly go far to increase the sales of National Mark malt extract with cod-liver oil if the Ministry would lay down regulations for applying the Mark to cod-liver oil made from the livers of *Gadus Morhua*, fished in British waters, such to be mixed with the National Mark malt extract in the official proportions. National Mark malt extract with cod-liver oil would then be a product entirely British, and its sales would benefit two classes of the community, neither of which is particularly flourishing at the present time, farmers and fishermen.



# Brighton Discusses Proprietary Medicines

A MEETING of the Brighton, Hove and District Branch of the Pharmaceutical Society was held at the Grand Hotel, Brighton, recently, when Mr. H. N. Linstead (secretary and registrar of the Society) gave an address on "Patent Medicines." The CHAIRMAN (Mr. F. J. Flatman) welcomed Mr. Linstead and expressed his pleasure at the presence of so many members of the Brighton Division of the British Medical Association.

Mr. J. PLOWRIGHT (secretary) referred to a letter from Dr. Alfred Cox, late medical secretary of the British Medical Association, in which he regretted his inability to be present although he was very much in sympathy with the subject of Mr. Linstead's lecture.

## Mr. Linstead's Address

MR. Linstead said it was rather a curious thing that at a time when medicine had turned more to the prevention of disease, there should be this great vogue for patent medicines; it was curious also that the bottle of medicine seemed to be the thing which the average person wanted. There were some less reputable patent-medicine manufacturers who made a great deal of the fact that no one except themselves knew where the ingredients of the medicine were obtained. Two big weapons were secrecy and advertising. It was no function of a Government to prevent people making fools of themselves; but when worthless drugs were being sold to people who were suffering from serious complaints, and who in their simplicity refrained from taking medical advice, the Government should step in. One of the difficulties was to define that point at which the Government should interfere. The simple type of patent medicine was at the best beneficial, and at the worst harmless; but there were a number of patent medicines on the market which one could claim as being dangerous and most definitely leading people to think that if they took these medicines they would be cured, for example, of consumption, cancer or diabetes. These were the real quack medicines. In addition to this type, there was the medicine which appeared in the guise of a scientific preparation, usually a type of chemical substance brought out and supported by pseudo-scientific evidence.

In the United States the American Medical Association had set up a committee to analyse and consider the efficacy of all patent medicines. The Committee published the results of their deliberations, and were not afraid of telling the truth as it appeared to them. If in this country we had a similar organisation this type of advertising would be stopped. Mr. Linstead read various types of quack advertising. Referring to the testimonials which a number of these advertisements contained, Mr. Linstead said the curious thing about testimonials, as any patent-medicine maker would tell them, was that he had no difficulty at all in getting any number of them for his medicine.

There were two types of patent medicines, the straightforward and the quack cure. The difficulty of dealing with the position from a legislative point of view was to separate the two. In 1909 the British Medical Association published "Secret Remedies," in which they gave the formulas for a number of these things. This, they hoped, would have the effect of exposing these medicines so that people would not buy at the price asked; but he did not think the book had had that effect, for patent medicines have increased in sale steadily year by year. In 1912 a House of Commons Committee went into the question of patent medicines. This Committee came to a number of conclusions which were embodied in a Bill introduced into the House of Lords on the day of the outbreak of war, August 4, 1914. A Patent Medicine Bill introduced about 1919 received a second reading in the House of Lords; it provided that every patent medicine that was sold should have its formula disclosed to the Government and should bear the Government registration number on the label; there was

also to be a registration fee. There were various objections to this Bill, and in 1920 Parliament was dissolved before the Bill passed. The Bill was reintroduced ten years later, when it was taken up by the Public Health Committee of the Labour Party. It was not sympathetically received—it did not even reach print; but in 1931 Dr. Somerville Hastings introduced a Patent Medicine Bill which was printed, and which was substantially the Bill which was drawn up by the Health Committee of the Labour Party. It provided for registration, payment of fees, and general control by the Minister of Health. At a meeting in the House Dr. Somerville Hastings withdrew the Bill. Many things had happened since 1920; the Dangerous Drugs Acts control narcotics; the Labelling of Poisons Order requires the proportion of poisons to be stated on the label; the newspapers have a committee which watches over all patent-medicine advertisements and keeps the worst out of the newspapers. The Parliamentary Committee on Food and Health have made proposals for a Bill which would deal with the serious side of the patent-medicine trade. It has been at work for six or nine months attempting to get some sort of an agreement for a Bill that would be non-controversial.

## Discussion

In the discussion which followed, Mr. EDGAR JONES said it was desirable that the Government should appoint a committee to consider the whole question of patent medicines. No pharmacist liked to take a hand in the distribution of these medicines; most of the more questionable ones were sold direct to the public and not through the pharmacist.

Mr. STADDON said he had a customer who had been treated by the medical profession with no result; several times he consulted quacks with no result, but after trying another he was evidently successful, for the man walked into his shop well on the way to recovery.

DR. WHITTINGTON said that these rare cases were explained by psychological effects. If the Government discontinued the stamp on patent medicines there might be less sale.

MR. CHATFIELD asked whether it was not a fact that manufacturers of patent medicines gave an advertising firm the job of writing their advertisements, and that these people knew nothing of the advertised article. DRs. MORGAN and GLEGG and MR. MARCHANT also spoke.

A hearty vote of thanks for "a very interesting and very much to the point lecture" was proposed by DR. SUMMERHAYES, chairman of the Brighton Division of the British Medical Association. He considered it the duty of doctors and pharmacists to prevent the public being swindled by these patent-medicine manufacturers. He also thanked the Branch for inviting the Brighton members of the Division to listen to Mr. Linstead's address. MR. K. J. PADWICK seconded the vote of thanks, which was enthusiastically carried.

## Business Changes

THE name of Artes Radium Cream, Ltd., manufacturers of toilet preparations, 28 New Bond Street, London, W.1, has been changed to Artes Co., Ltd.

THE business carried on under the name of R. Hodge Sinclair, 65-67 West Princes Street, Helensburgh, by Mr. William H. B. McKee, has been transferred to Mr. Robert Brown, chemist and druggist.

MR. G. W. SHERWIN, chemist and druggist, who was manager for the late Mr. S. G. Challenor, chemist and druggist, Grays Corner, 1 Liverpool Road, Stoke-on-Trent, has now taken over the business, which will be carried on as "G. W. Sherwin."

## British Pharmaceutical Conference, 1933

WE have received the following details of the arrangements made for the London meeting of the British Pharmaceutical Conference to be held on July 24-28 inclusive. The chairman is Mr. C. H. Hampshire, M.B., B.S., B.Sc., F.I.C., Ph.C. Unless otherwise stated, meetings and social functions will take place at the headquarters, Grosvenor House, Park Lane, W.1.

### Monday, July 24

8.0 p.m. Reception and dance.

### Tuesday, July 25

- 10.0 a.m. Opening session in the Ball Room. Address by the chairman.  
 11.30 a.m. Science meeting in the Park Suite.  
 1.0 p.m. Lunch in the Ice Rink.  
 2.15 p.m. Science meeting in the Park Suite.  
 2.15 p.m. Delegates' meeting in the Ball Room. Statement by the president upon the Pharmacy and Poisons Bill.  
 2.15 p.m. Ladies' excursions:—(a) Matinee performance. (b) Visit to J. Lyons & Co., Cadby Hall. (c) Visit to Liberty & Co., Regent Street.  
 7.30 p.m. Banquet in the Ball Room.

### Wednesday, July 26

- 10.0 a.m. Science meeting in the Park Suite.  
 Ladies' excursions:—(a) Visit to the Houses of Parliament and Westminster Abbey. (b) Visit to the Royal Courts of Justice and the Inns of Court. (c) Visit to the Zoological Gardens, Regent's Park. (d) Visit to Croydon Aerodrome and flight in an air liner. (e) Visit to Liberty & Co., Regent Street.  
 1.0 p.m. Lunch in the Ice Rink.  
 2.15 p.m. Delegates' meeting in the Ball Room.  
 4.30 p.m. Presentation of presidential chair from Sydney, Australia, by wireless telephony. It is hoped that the Secretary of State for the Dominions, the Rt. Hon. J. H. Thomas, M.P., will preside.  
 8.0 p.m. to  
 1.0 a.m. Dance in the Ball Room.

### Thursday, July 27

- 10.0 a.m. Closing session in the Ball Room.  
 11.0 a.m. Depart by motor coach for Richmond; from Richmond by steamer to Hampton Court.  
 1.15 p.m. Lunch in the Tilt Yard. Tours of the Palace will be arranged during the afternoon. After tea, motor coaches will bring back party to Park Lane.  
 8.0 p.m. to  
 1.0 a.m. Dance in the Ball Room.

### Friday, July 28

Sports Day.—Golf and tennis at Moor Park Club, Rickmansworth. Bowls at the Herts Bowling Club, Watford. Those attending will be for the day members of the Club.

- 8.0 p.m. An informal smoking concert in the Ball Room for visitors remaining in London.

An emergency meeting of the Galen Lodge No. 2394 (Worshipful Master, W. Bro. E. A. Proctor) will be held at the Freemason's Hall on Friday, July 28, to receive freemasons from home and overseas attending the Conference. The following lodges are co-operating with the Galen Lodge in making the arrangements: Grosvenor 1257, Edward Terry 2722, Nosocomia 3395, Good Fellowship 3655. All interested are invited to apply for particulars to one of the hon. secretaries to the Committee, Bro. C. H. Hampshire, 44 Hallam Street, W.1, or Bro. E. G. Price, Ashville, Corona Road, Lee, S.E.12.

Mr. Hugh N. Linstead (local secretary of the Conference) writes:—

"I am compiling a list of London chemists who would be willing to help during the Conference as stewards, not necessarily for the whole Conference week, but for

one or more of the Conference functions. Would any members who are free for the whole or part of the time kindly send me a postcard? I will then send them a form on which they can indicate what time they can offer.

"I hope there will be a good response to this request. In addition to the functions, the Conference office must be open from Monday morning for the greater part of the week, and the more help we can have the lighter it will be for everybody."

## Council Candidates

OUR issues of April 29 and May 6 (pp. 458, 484) contained statements from seven of the eight candidates contesting the election to the Council of the Pharmaceutical Society, the voting for which closes on May 17. With the remarks of Mr. James Jack we conclude the series.

### Mr. James Jack, Ph.C.,

served his apprenticeship with Shield & Mill, Arbroath, and gained further experience with Duncan, Flockhart & Co., Edinburgh. He

passed the Major examination in 1886, and after a time became associated with his old Arbroath firm as partner and eventually as sole proprietor. Mr. Jack has been a member of the Executive of the Pharmaceutical Society's North British Branch for a long period (often at the head of the poll in the elections), and in 1919 was elected chairman; he has also been an examiner to the Society in Edinburgh. When the Scottish Pharmaceutical Federation was inaugurated in 1919 Mr. Jack was elected president, an office that he held for many years. He has done original work on marine algæ, and in recognition was made F.L.S. As a justice of the peace and a member of various public committees, he has contributed largely to the welfare of his town, while in freemasonry he is a Past Master of his lodge. On two occasions Mr. Jack filled the office of chairman of the Arbroath Chamber of Commerce. He is chairman of Arbroath and District Bee-keepers' Association and a recognised authority on apiculture. Mr. Jack writes as follows:—

In standing for re-election to the Society's Council, I do so in the full knowledge, gained after an experience of ten years, that not since the passing of the 1868 Act has pharmacy had so difficult and troublesome a path to tread. The retail pharmacist is already harassed by restrictions which make business irksome and exacting. With the certainty of the Pharmacy and Poisons Bill being placed on the statute-book this session, the duties of a councillor will become more responsible than ever. The Bill is virtually an agreed measure; and whilst there is much left out that we all anxiously desired, there is no doubt that if passed as it now stands it will do much to consolidate our Society and enable it to speak effectively with one voice.

It is, however, one thing getting an Act of Parliament, but another to put it into operation. My policy is to get this done with the least disturbance, either mental or financial, to business people. I have taken an active part in furthering the interests of the Society, and have a long record of service to pharmacy. As a retail chemist in business with both a town and agricultural connection, I realise the requirements of both;



MR. J. JACK, PH.C.



and whilst having now to accept the sale of Part II poisons by mere "sellers," the case for narrowing their activities may safely be left to the Poisons Board with the guidance of the Society. I believe that the present Bill is only the prelude to a pure Pharmacy Bill, which will give us recognition and our birthright, as being the only educated persons with sufficient knowledge to make the distribution of drugs and medicaments safe. I agree with my colleagues that in education we must advance, and in this lies our hope of preferment for special treatment in any pharmacy Bill.

It is difficult to pledge oneself or say just what will be required of pharmacy in future; but with every clause in the new Bill affecting us somewhere, it will require thoughtful consideration and judgment to make its incidence smooth-working and no more annoying than possible. I deplore the fact that, as against vested interests, the Society was not strong enough to force a policy of restricted sales in poisons; but I believe the strengthening of the Council by representation from Government departments will ultimately bring this about. If once more elected to the Council, I shall endeavour to shape a policy which will be to the betterment of pharmacy.

## Personalities

THE new address of Mr. Arthur E. Bailey, chemist and druggist, is 44 Radnor Road, Harrow, Middlesex.

MR. D. J. BAILEY, J.P., chemist and druggist, Blackpool, has been elected a vice-president of the local Liberal Association.

MR. J. T. T. ROLFE, chemist and druggist, Faversham, has been appointed a Steward of the Harmony Lodge of Freemasons.

MR. THOMAS BROWN, chemist and druggist, Grimsby, celebrated his one hundredth birthday on May 8. Mr. Brown, who still conducts the business in Victoria Street he opened in 1858, enjoys excellent health.

MR. H. HUMPHREYS JONES, F.I.C., Ph.C., on retiring from the position of treasurer of the Catharine Street Presbyterian Church, Liverpool, after fifteen years' service, has been presented by the members with a barothermograph.

COUNCILLOR R. M. J. PENDRED (Pendred & Heim, glass bottle merchants, Tower House, Trinity Square, London, E.C.3) takes considerable interest in public affairs. He is a member of the Wembley Urban District Council (now starting on his second year as chairman of the finance and general purposes committee), and vice-chairman of the Joint Industrial Council of Middlesex. He is also the chairman of the Wembley Council of Social Service. In the city Mr. Pendred is a liveryman of the Worshipful Company of Loriners, member of the City Livery Club and the United Wards Club, and an active member of the London Chamber of Commerce.

MR. S. T. MILBANK, chairman of the Herts Pharmaceutical Committee, entertained the members to dinner at the Holborn Restaurant, London, W.C., on May 3, to celebrate the coming of age of the Committee. The company included the chairman and secretary of the Essex Pharmaceutical Committee, Messrs. England and Tydeman, also Mr. Parr, Bishop's Stortford. Mr. Milbank, in a *résumé* of the work of the Committee during the period, pointed out that of the original Committee formed in 1912, four of the members were still serving, Messrs. J. M. Clouting (Hitchin), E. R. Samways (Watford) the secretary, D. W. E. Barker (Watford) and himself.

MR. W. R. SMITH, who has been with the Anglo-American Oil Co., Ltd., for the past forty-two years, was presented on May 6 with a canteen of cutlery, as a mark of esteem, by the directors of the company and directors and colleagues of Stemco, Ltd. Mr. Smith, after a period in

Dublin, was sent to Cork to open up the trade. He was promoted to Belfast in 1918. Returning to England in 1922, he was transferred to Stemco, Ltd., in 1931. The presentation took place in the Stemco offices in London. The general manager (Mr. Collier) wished Mr. Smith every happiness in his well-deserved retirement, and Mr. Smith briefly responded.

MR. D. M. JAMIESON, president of the Associated Pharmaceutical Societies of South Africa, has been associated with the profession in that Dominion for fifteen years. He was apprenticed in Scotland, and after a varied experience in retail pharmacy in this country, he went out to South Africa, where he opened a business at North End, Port Elizabeth, in 1918. Three years ago Mr. Jamieson took up the position of managing director of Pharmacal Products (Pty.), Ltd., Port Elizabeth. For eight years Mr. Jamieson has represented Port Elizabeth and district chemists as a delegate to the annual conference; for five years he has been president of the Port Elizabeth and District Chemists' Association; and for four years a member of the Executive of the Associated Societies. Mr. Jamieson was closely identified with the movement to secure reciprocity between South Africa and Great Britain in the matter of pharmaceutical qualifications and he is now pressing forward the movement in other directions. He hopes to attend the London meeting of the British Pharmaceutical Conference in July. Apart from his professional interests, Mr. Jamieson has been president of the Port Elizabeth Literary and Debating Society, and is a past chief of the local Caledonian Society.

## Sporting Events

THE annual Scottish chemists' golf competition was held at Gleneagles on May 3, with an entry of between eighty and ninety. The following were the principal prize-winners:—*Traveller's Trophy*, R. Pollock (after a tie with A. Wilson and A. Y. Barrie); *Scratch Prize*, (1) James Stevenson, (2) A. Henderson; *Pears Trophy*, (1) D. G. MacKenzie, (2) H. P. Forbes, (3) G. Adam; *Bogey*, (1) C. A. Michie, (2) E. Blyth; "*John Greig*" *Prize* (best 15 holes), D. Hogg; *Ucal Prize*, A. Y. Barrie; *Veterans' Prize*, A. Kello Henderson; *Gibbs' Territorial Trophy* was won by the Northern Section, the Glasgow Section being second. Prizes were presented by D. & W. Gibbs, Ltd.; A. & F. Pears, Ltd.; Duncan, Flockhart & Co.; MacLeans, Ltd.; United Chemists' Association, Ltd.; Allen & Hanburys, Ltd.; Johnson & Johnson (Great Britain), Ltd.; and Blyton, Astley & Co., Ltd.

THE third meeting of the season of the Manchester and District Pharmaceutical Golfing Society took place at Torkington golf course on May 3. The competition was for Mr. Ralph Hough's prize. Nearly twenty members competed for the prize; although the weather was very unfavourable, the returns handed in were very good. Mr. J. A. Collins won Mr. Hough's prize with a net score of 76. The second prize, given by the Society, will have to be played off, as Mr. Maude and Mr. Fletcher each came in with a net score of 79. The leading returns were:—

J. A. Collins ..	80-4=76	W. Hope ..	102-20=80
A. Maude ..	92-13=79	T. Miller ..	100-17=83
S. Fletcher ..	95-16=79	J. W. Aves ..	90-6=84

The tie for the second prize at the last meeting at Worsley was played off at Torkington, and was won by J. W. Aves against F. Gee. Several four-ball games were commenced after tea, but had to be abandoned on account of the weather.

BEARS AND WHOOPING-COUGH.—"That a child who has ridden upon a bear will never have whooping-cough is a common English belief, and much of the profits of the bear-keepers of old is said to have been made from the fees of parents whose children had been permitted to have a ride."—Vol. XII of the Folk-Lore Society's Publications.



# A Pharmacy in Kensington

IN the accompanying photographs are shown some aspects of a new branch establishment recently opened in Earl's Court Road by Mr. F. J. Hicks, chemist and druggist, High Street, Kensington, London, W. The premises were already existing as a boot and shoe shop and for various reasons were in a somewhat dilapidated condition. The site itself was excellent, opposite a bus stop, in a busy thoroughfare, little opposition and near the main shops. Several problems, however, arose with regard to the conversion, the chief of which was the transference of the dingy exterior and interior into a handsome and bright pharmacy. Mr. Hicks decided for the present to utilise the existing shop front with the aid of repainting and to enhance the same with the modern shopfitter's skill. The interior, of course, had to be entirely refitted. The work was entrusted to Philip Josephs & Sons, Ltd., St. John Street, Clerkenwell, London, E.C.1, who made an excellent job of it.

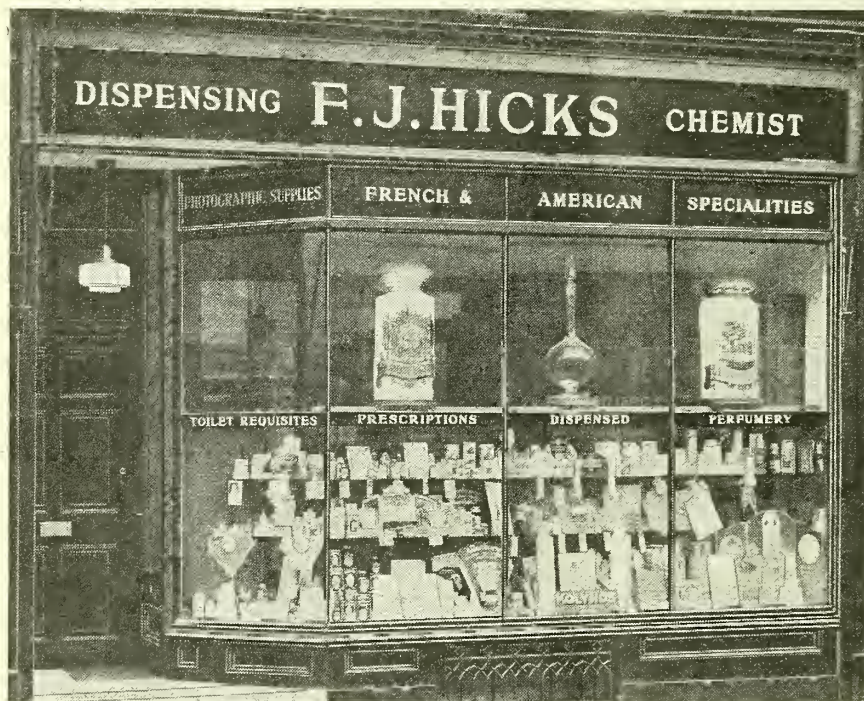
## Points in Design

The outstanding feature is the new mahogany framed fascia. It is in plate glass with black background out-

plywood polished a very light colour, the doors of the enclosures are glazed with white arctic glass and the top-lights with clear glass, the maximum of light thus being given in the window without affecting the interior of the shop. On entering, the first thing that strikes one is the spaciousness and absence of overcrowding. This is due not so much to the size available, but to the skill applied in the layout and design of the fittings, the serving counter, the dispensing screen and the wall showcase being excellent of their respective types. The first two of these items are Messrs. Philip Josephs' well-known Ideal. The former has a centre portion consisting of an all-glass counter with the shelf accessible by frameless sliding glass doors at the back; at either side are portions of the customary glass-fronted counter, each with nests of drawers behind. The whole forms a complete unit giving not only the benefit of silent salesman display, but also the advantages of solid tops at the ends for wrapping, or the cash till, as well as the inestimable value of the paper, label and other drawers all to hand. The dispensing screen, a portion of which can be seen in the third photograph, consists of glass showcases in front with a clear plate-glass upper portion, thus enabling the dispenser to keep an eye on customers entering. The compounding counter is a foot or so below the line of sight, and is thus out of the public view.

## A New Fixture

The wall showcase is Mr. Hicks's special idea, in that the centre portion has three somewhat unusual appurtenances. The mirror in the topmost part breaks the long run and makes for brightness, while it stands on a nest of shallow drawers containing sponge bags, washing gloves, toilet cases, and bathing caps. There is no doubt but that this little nest, brightly labelled and fitted with neat black knobs, forms a definite attraction, especially since below is the sponge case, making a similar break in the lower part. The remaining fittings are more or less stereotyped, save that the drug fitting behind the serving counter has its upper portion broken in the centre by a mirror, with showcases on both sides fitted with glass shelves and frameless sliding plate-glass doors. It is perhaps as well to mention that where sliding doors are required the frameless plate-glass type are infinitely superior to those in wood frames even if the latter run on metal tracks and are fitted with ball bearings, since at no time is any portion of the display hidden from the eye, while if, as in this case, patent rollers are used, their movement is practically silent. The remainder of the walls are fitted with stock cupboards, the upper portions being used for shop rounds.—*Ubique* (3/3).



EXTERIOR OF THE EARL'S COURT ROAD BRANCH

lining white letters, which are backed with white opal glass, thus giving an absolutely dead white effect. It stands out distinctly from the adjoining shops and, as can be seen from the photograph, has a neat, clear-cut appearance. Beneath this fascia are similar glass panels, while, lower down, are again similar narrow ones hiding the juncture of the top-light of the window enclosure with the shop front glass. The uncrowded effect of this lettering all in the same style leaves no possible doubt to the passer-by of Mr. Hicks's profession, and adds greatly to the tone of the well-dressed window, the carboy and two specie jars giving a final touch of dignity. As the floor of the shop is about a foot higher than the street level the window enclosures were only made some 4 feet high, otherwise the top row of shelves would have been above the heads of potential customers in the street. The bottoms of the window are covered with mahogany

and frameless sliding plate-glass doors. It is perhaps as well to mention that where sliding doors are required the frameless plate-glass type are infinitely superior to those in wood frames even if the latter run on metal tracks and are fitted with ball bearings, since at no time is any portion of the display hidden from the eye, while if, as in this case, patent rollers are used, their movement is practically silent. The remainder of the walls are fitted with stock cupboards, the upper portions being used for shop rounds.—*Ubique* (3/3).

**LAVENDER.**—Plantations for the cultivation of lavender have been established near Port Elizabeth and at Piquetberg, South Africa. Lavender oil is said to have been produced of a fair uniform quality from both plantations and in sufficient quantity to meet the local demand for lavender water.





TWO VIEWS OF THE INTERIOR OF THE NEW PHARMACY OF MR. F. J. HICKS, CHEMIST AND DRUGGIST,  
EARL'S COURT ROAD, KENSINGTON, LONDON, W.



# Trade Notes

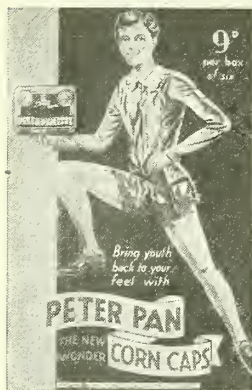
ANTI-GLARE SPECTACLES are advertised in this issue by The General Optical Co., 120 Clerkenwell Road, London, E.C.1.

FASSETT & JOHNSON, LTD., 86 Clerkenwell Road, London, E.C.1, are the distributors of Dr. Wernet's denture preparations and of Crystal eye balm.

THE illustration below shows the latest display



material which is being supplied by J. C. Eno, Ltd., 160 Piccadilly, London, W.1.



PETER PAN CORN CAPS.—A. de St. Dalmas & Co., Ltd., Leicester, have forwarded us one of the showcards they are sending out with their Peter Pan corn caps. This should prove a useful link with the publicity the company is undertaking in the way of national advertising. The caps themselves, which have been improved by the addition of an adhesive strap for fixing round the toe, are enclosed in a small box so that they can be easily and unobtrusively carried in the pocket or handbag.

PHOTOGRAPHIC chemists will be interested in the announcement of Francis Newbery & Sons, Ltd., 27 Charterhouse Square, London, E.C.1, that they have available large stocks of six-exposure roll films.

MAYFAIR TOILET LINES.—Macleans, Ltd., Great West Road, Brentford, have sent us a set (three pieces) of their golden cut-out showstands for Mayfair hair preparations. A photograph of this display material and some of the products is reproduced herewith. This set of cards is highly attractive and suitable for use in the



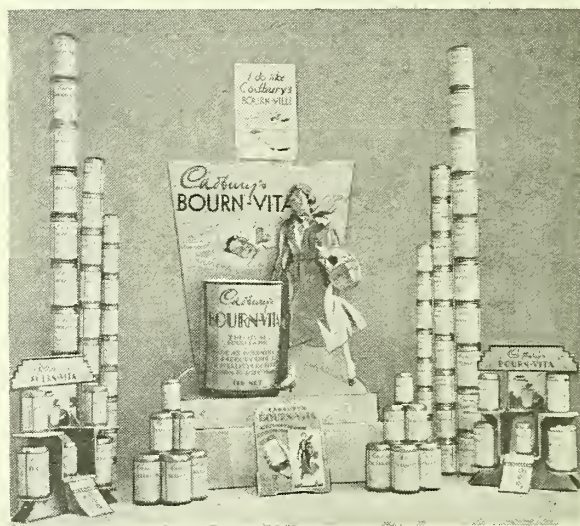
window or on the counter, while the products themselves are packed in clear glass bottles with sprinkler necks and black bakelite caps. A set of the showstands will be sent to any chemist who writes for them, as will also the folder giving details of the company's range of products specially suitable for summer trade.

MR. R. DOWLING, 5 New Brown Street, Manchester, has been appointed sole sales agent for Acelta bottle capping solution, manufactured by the Acelta Co., Ltd., Manchester.

WOOLDRIDGES MEDICINE CO., LTD., 67 New House, Hatton Garden, London, E.C.1, publish the new trade prices for their Gout and Rheumatic tincture elsewhere in this issue.

MODERN PHARMACY FITTINGS.—J. C. King, Ltd., 42 Goswell Road, London, E.C.1, on another page in this issue show a pharmacy with a complete range of modern fittings. Chemists who contemplate alterations or installation of new equipment should write to the company for suggestions and estimates. Messrs. J. C. King also publish an excellently illustrated catalogue on such matters and a copy may be obtained on application.

BOURN-VITA.—The new food drink Bourn-Vita, made at Bournville by Cadbury Brothers, Ltd., is the result of the latest researches into the science of diet. It is prepared from fresh full-cream milk, British malt, new-laid eggs and chocolate, and is a perfectly balanced food. Taken at night it promotes sound sleep, with increased energy for the next day. The malt used is selected for its flavour and high diastatic power, and consequently Bourn-Vita is of great assistance to digestion. This



helps to promote sound refreshing sleep. A prominent medical authority in an independent investigation has reported the presence of vitamins A, B and D. The special low-temperature process by which Bourn-Vita is prepared retains the vitamins, nutriment and flavours natural to the ingredients. It is claimed that 90 per cent. of the nourishment in Bourn-Vita can be converted to human energy within a few hours, while 95 per cent. of the constituents are directly useful in the forming of muscle and bone.

THE EVAN WILLIAMS CO., LTD., 14 Union Street, London, W.1, whose shampoo powders have a reputation extending over thirty-five years, and are consistently nationally advertised, invite chemists to write for the company's latest price list and window display terms.

DELIVERY VANS.—Pride & Clarke, Ltd., 158 Stockwell Road, Brixton, London, S.W.9, are the main distributing agents of the Stevens three wheel delivery van. An illustrated list giving full details of this inexpensive conveyance will be sent to C. & D. subscribers who write for it.



SEDGWICKS, who have commenced business as manufacturers of toilet preparations at 131 Bunhill Row, London, E.C.1, are offering, among other lines, a blush cream which retails at a popular price.

BOB MARTIN, LTD., dog medicine manufacturers, Southport, have on various occasions issued remarkably fine "doggy" showcards, but that which is now being sent out to chemists is perhaps even more effective than its predecessors. A photograph of it is reproduced herewith. This new cut-out, which only occupies 8 in. of counter or window space, has an appeal to every dog-owner—a whimsical way of reminding him that his dog relies on him for health, and it cannot fail to make sales. The company is also issuing a window bill, size 10 in. by 8 in., which will enable displays to be linked up with the national advertising campaign now in progress. Any chemist who does not receive these sales aids in the next few days should write for them.



## Marriages

COLE—MANTHORPE.—At Kessingland Parish Church, Lowestoft, on May 4, Frederick William (John), elder son of Mr. W. F. Cole, M.P.S., "Shrublands," The Avenue, South Lowestoft, to Mary, youngest daughter of Mr. Manthorpe, Sunnyside, Kessingland.

HATFIELD—KING.—At Hampreston Church, Dorset, on May 3, Herbert Victor Hatfield, chemist and druggist, younger son of Mr. V. J. Hatfield, chemist and druggist, Parkstone, Dorset, to Marie King.

### Silver Wedding

WRIGHT—MILLER.—At Station Hotel, Kirkcaldy, on April 30, 1908, James Geddes Wright, chemist and druggist, Partick, Glasgow, to Jean Miller. Present address: Arborville, 21 Abbey Drive, Glasgow, W.4.

## Deaths

COURT.—On May 8, suddenly, Winifred, the devoted wife of Mr. S. G. Court, chemist and druggist, Lynton, Tankerton Road, Whitstable.

COVERDALE.—At York, on May 7, Mr. George Harold Coverdale, chemist and druggist (G. Coverdale's Sons, Ltd., chemists, 19-20 Parliament Street), aged forty-one.

HOLT.—At Yarm-on-Tees, on May 3, after a brief illness, Mr. John Holt, J.P., chemist and druggist, High Street, aged seventy-four. Mr. Holt served his apprenticeship in Manchester, and after qualifying entered into partnership with Mr. Oliver Strickland at Yarm. After Mr. Strickland retired Mr. Holt was joined by his son, who succeeds to the business. Mr. Holt was a member of the Tees Conservancy Commissioners, of the Stokesley District Council and of other public bodies. He held many distinctions in Freemasonry. Mr. Holt leaves a widow and a son.

## Wills

Mr. DAVID WILLIAMS JONES, J.P., 1 Victoria Square, Aberdare, Glamorgan, chemist and druggist, a former High Constable of Miskin Higher, who died on Feb. 11 last, aged ninety-three, left property gross value £12,506.

Mr. OSWALD IBBOTSON, 49 Alverstone Avenue, East Barnet, Herts., formerly of Ferme Park Road, Hornsey, N., chemist and druggist, of Fitch, Ibbotson & Hemingway, 110 Wigmore Street, London, W., who died on February 22, aged sixty-one, left estate value £1,506.

# Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1933, p. 329.

(From "The Trade Marks Journal," April 26, 1933.)

- "AINTREE" over picture of jumping horses ("Aintree" disclaimed); for veterinary preparations (2). By Day, Son & Hewitt, Ltd., 22 Dorset Street, London, W.1. 536,734.
- "CELOPHITE"; for room fumigating preparations (2). By Associated Fumigators, Ltd., 112 Victoria Dock Road, London, E.16. 538,778.
- "HEADACHE POWDER" with diamond shape emitting rays and letters "N R J" ("N R J" disclaimed); for headache powders (3). By C. Rattray & Co., Ltd., 14 Candleriggs, Glasgow. 536,183.
- "CHOCLOVIM"; for medicated chocolate (3). By N. H. Clackson and D. A. Collier, 119 Fleet Street, London, E.C.4. 537,886.
- "TETO" and "TETOL"; for preparations to be added to beverages for obesity (3). By Reckitt & Sons, Ltd., Dansom Lane, Hull. 537,925/926. (Associated.)
- "VARAQUIN"; for medicinal chemicals (3). By Alfred Bishop, Ltd., 48 Spelman Street, London, E.1. 538,870. (Associated.)
- "KAYLENE-OL" on label design (shape of label disclaimed); for internal medicines (3). By Kaylene, Ltd., Waterloo Road, London, N.W.2. 539,091. (Associated.)
- "FEN-O-FORM"; for antiseptic medicines (3). By Hall Forster & Co., Ltd., Peel Buildings, Temple Street, Newcastle-on-Tyne. 539,142. (Associated.)
- "BACCHUS"; for medicines for influenza and influenza pneumonia (3). By J. Myers, 38 Stewart Street, Poplar, E.14. 539,838.
- "TEMPLAR"; for perfumery, etc. (48). By White, Tomkins & Courage, Ltd., 48 Mark Lane, London, E.C.3. 540,006.

(From "The Trade Marks Journal," May 3, 1933.)

- "GARDENAL"; for sedatives (3). "LUATOL"; for sodium potassium bismuthyl tartrate (3). "SONERYL"; for a derivative of barbituric acid (3). "NEPAL", "MESTARINE", "RUTONAL", "STOVARSO", "TRYPOXYL", "BIPOULE"; for medicinal chemicals (3). By May & Baker, Ltd., Church Road, Battersea, S.W.11. 536,450/451/455/452/453/454/456/457; 540,232.
- "LACTOSAN" COMPOUND NERVE AND BRAIN FOOD on label design; for medicated food preparations (3). By Walfox, Ltd., Clerk Green Mills, Batley. B537,908.
- "SEDATONE"; for medicinal chemicals (3). By R. H. Bluring, 39 Castle Street, Reading, and D. C. Orr, The Orchard, Eversley, Basingstoke. 538,900.
- "MELABON"; for medicinal chemicals (3). By Dr. Rentschler & Co., Mittelstrasse 16, Laupheim, Germany. 538,956.
- "FEVEX"; for medicinal chemicals (3). By Taylors' Drug Co., Ltd., 347 Burley Hill, Leeds. 539,417.
- "UCALAN"; for liquid paraffin (3). By United Chemists' Association, Ltd., Priory Court, London Road, Cheltenham. 539,197. (Associated.)
- "BIVRON"; for tonic medicines (3). By Boots Pure Drug Co., Ltd., 37 Station Street, Nottingham. 539,426. (Associated.)
- "NU-RU"; for medicated bath salts (3). By "Nu-Ru" Chemicals Co., Maypole Yard, Long Row, Nottingham. 539,557.
- "PLIX"; for medicinal chemicals (3). By Dae Health Laboratories, Ltd., Cunard Road, Chase Estate, London, N.W.10. 539,875.
- "PREPON"; for all goods (3). By Phelps Contraceptives, Ltd., 165 High Road, Tottenham, N.17. 540,010.
- "GARSAN"; for medicinal chemicals (3) and for dentifrices and mouthwashes (48). By Krex Products, Ltd., 31 Felday Road, London, S.E.13. 540,202/203. (Associated.)
- "HEMLAX"; for medicinal chemicals (3). By D. D. Gee, 115 Great Portland Street, Stockport. 540,246.
- "MICKEY MOUSE TOILET SOAP" on label design incorporating "mickey mouse" and words "Smart as its Namesake"; for toilet soap (48). By Manhattan Soap Co., Inc., 441 Lexington Avenue, New York, U.S.A. 538,897.
- "PRESERDENT"; for a preparation for cleaning dental plates (48). By L. C. Battyll, 50 Tottenham Lane, Hornsey, N.8. 537,307.



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**INFORMATION WANTED**

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

L/95. Bone Vitae	B/55. Cellotissue
T/45. Jerrofan (for asthma)	P/25. Regent films
F/10. Eylan (for boils)	D/45. Homeland brand filter mediums
H/65. Japanese cloth or blanket for wrapping consumptives	E/35. Glucal



# THE CHEMIST AND DRUGGIST

VOL. CXVIII.

MAY 13, 1933

NO. 2779

## The Apprenticeship Question

CONTROL can be more useful than restriction; and though both policies strike the British temperament acutely, yet sooner or later the individual, after the first outblaze of resistance, recognises that some good can arise from the management of resources in a world that has somehow slid a little off the track of smooth running. Records of indentured apprentices are available, though for some reason or other they are not recorded in official returns; yet the Pharmaceutical Council could, at least, do a small act of charity to a craft which spends so much of its energy groping for that which is not. The pharmaceutical mind is conscious that too many apprentices are being taken into our midst, while the opportunities for making a living, apart from mere distribution, are a steadily diminishing quantity. The Pharmaceutical Society of Ireland has suspended its Preliminary examination for three years, though it still leaves a loophole for entry. The Pharmaceutical Society of Northern Ireland largely banks on the Pharmaceutical Society of Great Britain, which still registers all comers in the orthodox manner of a registry office without even an expression of surprise at the inflow exceeding all possibility of absorption. Time and again our councillors have waxed enthusiastic over training apprentices—which leads to nothing unless it be to become plaintive over the growing expenditure of the Benevolent Fund. The Pharmacy and Poisons Bill presents an opportunity for consideration of apprenticeship in relation to the needs of pharmacy, though perhaps that involves too deep an understanding to bring anything reasonable to fruition. Most thinking people admit that a Register containing 23,000 names is beyond the economic requirements imposed on the profession in this country. The steady growth of chain stores in pharmacy, and the wider spread of distribution of what was once termed chemists' lines, raises the question whether we may be reduced to taking in each other's washing in order to earn a living. Let it be admitted that not much can be done on the question of existing businesses, and very little to restrict what seems at times the indiscriminate opening of rival shops wherever building societies can assemble bricks and mortar.

### Looking Ahead

Something, at least, can be done by approaching this apprenticeship question from the point of view of looking ahead. It is folly to leave the future to look after itself, for is not the cause of many of the present sufferings our purblind activity for national reconstruction and absorption fifteen years ago? We acted without plan, and with very little thought of what was to become of those we took

into our ranks. The result was to open more channels for apprentices, and so we come within the vicious circle of increasing beyond our means and wonder whether there is to be an end to this ever-expanding world of pharmacy on a weakening economic basis. If it was possible to restrict the cobbler to his last so that physician and pharmacist would do the jobs for which they are trained, the present number of pharmacists might not be too many; but as it is not possible so to do, guidance (and even control) of entrance into pharmacy is worthy of consideration. Control is better than thoughtless limitation, as the danger of setting barriers is to create an easy way to mediocrity—and we have enough of that in pharmacy already. Limitation cuts out both the "brainy" and the foolish alike, but reasonable control might easily be selective. It interferes with the individual freedom which once was a British birthright, but the control which could be useful would be a selective one. An apprentice taught in a distributive shop and finished in a technical college is trained on wrong lines—though it must be admitted, such a generalisation breaks down when a youngster becomes a brilliant exponent of his craft. The spirit breathes where it wills; we know it only by results, and it warns us against too much control. It becomes clear that if we suspend entrance examinations we admit one phase of the fear complex; on the other hand, if we limit numbers, we pass into a one-way street to mediocrity.

### The Purpose of Control

What is meant by control? It is this. We have no authority to lay down selective apprenticeship, but there is no reason why such authority should not be cultivated. No apprentice need be accepted without the Preliminary Scientific having been secured, as in this precaution alone the youthful mind will be tuned to a wider outlook and more fruitful expectancy than mere distribution of advertised goods. If parents and guardians of youths would seek advice from someone in authority having a sympathetic understanding of human need, the period of apprenticeship might be usefully employed in the right channels. This would mean a register of suitable places for apprenticeship, admittedly a difficult undertaking. The thing needs vision in a parental Society which could think more of pharmaceutical service to the community and less of registration, restriction and inspection. It is the quality of the individual which matters in a profession, not the numbers. The present tendency is to depend on collegiate training, useful in its way, but not quite as helpful in character building, out of which the spirit of adventure arises and the will to overcome. Finally, it should not pass the wit of our councillors to devise some plan, even on a voluntary basis, of exercising control of this apprenticeship question at its source. To prohibit might easily be fatal, but to guide would be the beginning of wisdom. The regulation of apprenticeship is engaging the attention of pharmacists in at least two large cities in this country, and further developments in this difficult problem may be expected.

# Marketing a Proprietary

By Sales Manager

NEVER imagine there is nothing more to know about your own product. More merchandising campaigns have failed through lack of appreciation of consumer-response than from any other cause. Follow the example of the manufacturing confectioners. Before they commence a marketing campaign with a new line they take definite steps to discover the consumers' reaction to it by sending samples to a "panel" consisting of one thousand representative members of the public—ranging from university professors and ladies of title to farm hands and charwomen. One firm discovered from such a test that a genuine milk chocolate prepared with great care was not as popular as a far cheaper product with the characteristic "sweet" flavour of cheap milk chocolate. Before commencing any attempt at marketing a product, test it in the same way, though on a smaller scale. An acorn-like proposition will never become an oak tree fortune-maker if treated in the wrong way. It should be right from the beginning as it is difficult to change later on. There will be no difficulty whatsoever in obtaining truly representative opinions of a product. It is not the opinion of one's wife and friends that is wanted—it is the opinion of the people who will buy it which counts. Faith may blind one to the faults of one's own product, but a courteous letter and a carefully worded *questionnaire* sent, with a specimen package, to as many people as possible will produce a fund of valuable information which will point the way at the beginning and prove priceless when advertising and publicity methods come up for consideration. Find out if the packing is attractive, the name impressive and easily remembered, the perfume (of toilet articles) fragrant yet subtle and elusive (the public soon weary of a strong perfume), the taste pleasant, and any other important points about the product. These are the matters on which the only opinion that really counts is that of the consumer. The results of the *questionnaire* may make change imperative. If the answers indicate the need for changes, make them without hesitation, for it is the opinion of those who will be the purchasers which decides the success the line will enjoy. And when the necessary changes have been made it is certain that the proprietary stands every chance of finding favour in the eyes of the public.

## The Name

A great deal will depend on the name given to the product. It must, above all things, be easily remembered. Secondly, it must be appropriate and dignified, and most certainly must not sound absurd when spoken nor be difficult to pronounce, as people are shy of pronouncing a new name and seem determined to pronounce wrongly a word that is a little unusual. Beware also of the double meaning which may be hidden in the name. Suppose, for instance, that a rheumatic remedy were to be called "Kilsrheu." It is a million to one that some humorist would call it "Kills you" and so bring ridicule on it. It is well, in any case, to avoid the use of the letter K—it is harsh and an unpleasing letter. Avoid, as a general rule, the coined descriptive words, for these invariably sound stupid. It is a fact, and one which it is well worth bearing in mind, that the bulk of the successful proprietaries have simple names. In a great number of cases they are known simply by personal names. If possible, therefore, use a personal name in conjunction with a simple coined name. Consider the case of a chemist named Erskine who proposes to market a remedy for rheumatism and kindred ailments. He may call it "Rheumatikure," a name which if descriptive and easily remembered is unwieldy and possesses the further disadvantage that it is doubtful if it would be accepted for registration owing to its close-

ness to dictionary words. Equally important is the fact that it limits the product specifically to rheumatism, whereas its full market is all the allied uric acid complaints. If, however, he were to call it "Erskine's Euritol" he would have a name which is still easily remembered, is applicable to the whole range of uric acid ailments, and, unless there were already something very similar on the Register, would doubtless be accepted as a trade mark. A name can convey an atmosphere of being genuine just as it can that of cheapness and quackery—and it is the coined, descriptive names which are the chief offenders in this connection. In the realm of toilet products the truth of this is even more self-evident. There are names which, by their connection, suggest quality and exclusiveness. Such names as Mayfair, Cote d'Azur, Grosvenor, etc., are ideal for toilet products subject, of course, to the big disadvantage that it would doubtless be impossible to obtain registration for them. However, words can easily be constructed on the lines of these. The classic example, to the writer at any rate, of a brilliant name for toilet articles is a well-known one which suggests an atmosphere of flowery fragrance.

## Registration

Registration of the name of the product is imperative. Every effort made creates so much goodwill for the product, and the whole of that goodwill is tied up in the name. When deciding on the proposed name bear in mind the official requirements of the Registrar of Trade Marks. It is not an easy matter to obtain registration, and after considering the following particulars satisfy yourself that the name is covered under one of the sections. To qualify for registration a trade mark must consist of at least one of the following particulars:—

- (1) The name of a company, individual or firm represented in a special or particular manner.
- (2) The signature of the applicant for registration or of some predecessor in his business.
- (3) An invented word or words.
- (4) A word or words having no direct reference to the character or quality of the goods and not being according to its ordinary significance a geographical name or surname.
- (5) Any other distinctive mark; but a name, signature or word other than such as falls within the description in the above paragraphs shall not be registered under this paragraph except on evidence of its distinctiveness.

Being satisfied that the name of the product comes under one of these headings, apply for registration. Trade marks are divided into different classes according to the nature of the goods, and if uncertain as to which class goods belong write for advice to The Registrar, The Patent Office, Trade Marks Branch, 25 Southampton Buildings, London, W.C.2. When applying for registration obtain from the Post Office a copy of Form T.M. No. 2, for which a fee of £1 is charged. Get a printer to supply an electro of the name in its distinctive form (if any) and four prints from this electro. Fill in the form and send it, with the four prints, to the Registrar. If the registration is granted a further fee of £2 is charged, and the electro is then required for printing the mark in the "Trade Marks Journal." The trade mark is valid for fourteen years, after which it will be renewed for further periods of fourteen years on payment of a fee of £2 for each renewal. In addition to so protecting the name it is also advisable to protect the package. Each distinctive feature of the carton and



container should be registered, but these points may possibly be left for a little while until the product is "on its feet" if financial considerations are involved. Nevertheless registration of the name should be applied for before a single piece of printed matter is ordered, since if registration is refused it will be necessary to change the name and to adopt one which may be registered.

### The Pack

The way the product is "dressed" may play a big part in its prospect of success. The importance of this in connection with toilet products is, of course, generally recognised, but it is equally important in regard to proprietary medicines. One can easily call to mind patent medicines once big sellers and now in the shelf-filling class, and in almost every case it will be noticed that the design of the carton is florid and fanciful—that, in fact, it looks old-fashioned and out of date. It may be an extraordinary coincidence, but it is most probable that the impression that the product itself is medicinally out of date is conveyed to the prospective consumer. The ideal pack fulfils two conditions: It is, in the first place, distinctive; and, secondly, it is simple in design. The first point is an obvious desideratum; the second of importance because it does not "date" easily and because printing costs are naturally much lower. Don't imagine that because initial requirements of cartons or labels are small an uninspired and standard design is sufficient. In the hands of a gifted designer such as any good printing firm would employ, excellent results can be obtained with the use of only two colours, and even with the restriction of standard type faces. There are a great variety of these available to-day, ranging from the sturdy "unusual" grotesques of the German school to the dainty fancy faces such as Bernard Cursive. Striking effects can be obtained by the use of green and black on white board, orange and green on daffodil board, red and black on pale lemon board, etc. In the first place, since requirements will be small, printed matter will be printed by the letterpress process; subsequently, as requirements grow, it will be possible to have them printed by lithography, which is a very economical and rapid process for large runs. Choose a colour scheme that will be suitable for the whole range of requirements, present and future, a scheme which can be used for showcards, letter headings, leaflets, and circular matter. Above all, avoid the use of sealing wax. If the product is in tablet, paste or cream form use a screw-cap container; if it is a liquid do so also. The public will greatly appreciate the convenience of a screw cap, and a splendid range of screw-cap bottles is now offered by the various glass bottle makers in standard sizes. Even bakelite caps, which improve the pack enormously, are now available in standard sizes.

See that the name and address is on the pack and do not use a photograph as so many of the old-style patent medicines did. The change in fashions makes the latest thing of to-day look ridiculous a few years hence.

### The Price

The results obtained from the market research and consumers-response inquiry, already outlined, settle as to which class market the goods appeal. No proposition is universal in marketing; either it appeals to the "exclusive" class of society or it possesses a wider and popular appeal. Decide which market to go for and go for that and that alone. The truth of this will be self-evident and readily agreed in connection with toilet goods, but it is equally true, although perhaps not so self-evident, in connection with patent medicines. In arriving at the selling price of the product bear in mind that of other products in the field. Experience will tell that a toilet cream at 1s. is not, merely because it is threepence cheaper, going to capture the market from the widely advertised product. Nor does it follow that because a toilet cream is threepence more it is going, when properly marketed, to be hopelessly handicapped by that extra threepence. Bear in mind the fact that very often price is the criterion of quality to the public. Decide,

bearing in mind these points, what shall be a basic selling price and then make sure that that price amply covers every conceivable charge. Take the manufactured cost of the goods or product, add the cost of containers, labour and overheads. Allow a figure equivalent to one-third of the wholesale price to cover press advertising; add salesmen's costs at, say, 20 per cent. Then determine if there is a sufficient margin to ensure a reasonable profit. Regard your line as a very big seller and arrive at your costs on this basis. Work out a series of various parcels ranging from three dozen up to sixty-four dozen, and allow on these parcels discounts commencing from 5 per cent. on the smallest. Above all—put the line on the P.A.T.A. A chemist appreciates the protection it gives—a manufacturer appreciates it still more, for there is nothing so destructive of goodwill as price cutting.

### Show Material

The ultimate point of all sales efforts is the chemists' counter. Yet it is a factor which a great number of firms marketing proprietary articles seem to overlook. The fact is mentioned especially here because one of the main functions of show material is to link up the retail sales-outlet with the advertising and merchandising campaign. But this is not the sole *raison d'être* for show material. It is the firm conviction of the writer that show material can and should be bold and powerful enough in itself to make sales "off its own bat." Therefore in deciding on show material think of it as an advertisement in the sense of a Press advertisement, subject, of course, to this difference, that in the Press the reader's attention is already attracted, whereas with a showcard one has first to capture his interest. Since these notes are intended for a chemist with a limited amount of capital, it is not necessary to consider the use of such sales-aids as multicoloured lithographed showcards. For a small run these are naturally not a proposition; for a large run they become comparatively economical.

It is essential, therefore, to devise a series of showcards which shall be striking, distinctive and sales-compelling, but which shall be economically produced for a small run. In the first place, eschew the cut-out card; cut-outs necessitate special knives which a small run does not justify. Secondly, bear in mind the characteristic colours of the pack. It is most desirable that the card should be illustrated, but unfortunately even line blocks of simple drawings are expensive, whereas half-tones and three-colour blocks are very costly—at any rate, as a charge on a small number. Splendid effects can be obtained by the use of actual photographs on showcards; even on comparatively small quantities these can be obtained at a very low cost. Suppose it is required to produce a display set for a toilet cream and that the sales-story is "New Skin Beauty in Ten Days." Select a model and have two studies made of her. Explain the proposition to the photographer and leave the rest to him. A really crack photographer will do these studies at two guineas each for full copyright. If requirements are fairly small, prints of these can be made by oneself. The photographs should clearly show the difference the cream makes to the skin in ten days! These, with about a dozen or twenty words of strong copy, a good heading, the name and price, will make a really splendid card. Have this printed on paper a shade lighter or darker than the pack, for contrast, and mounted on strawboard, the photographs arranged in position, the card strutted, and there is an excellent and forceful showcard. For the display set have one large and two medium cards and one streamer for the window.

(To be continued.)

FOR BEE STINGS.—Writing to the "Morning Post," a correspondent recommends, after many years' experience of bee stings, applying to the tongue three or four drops of mother tincture of *calendula arvensis*. On the application of this remedy, he adds, the feeling of discomfort and the swelling will rapidly disappear. A drop of the tincture may also be applied to the wound.



# Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students," *The Chemist and Druggist*, 28 Essex Street, London, W.C.2."

## Report on the April Analytical Exercise

THE powder distributed to students on April 18 contained four parts by weight of zinc hydrocarbonate, one part of hydrous calcium sulphate, and five parts of disodium hydrogen phosphate. The calculated composition of such a mixture is:—

Zn ... ..	22.9
Ca ... ..	2.3
Na ... ..	6.4
CO <sub>3</sub> ... ..	7.0
SO <sub>4</sub> ... ..	5.6
PO <sub>4</sub> ... ..	13.3
H ... ..	0.1
OH ... ..	8.0
H <sub>2</sub> O ... ..	34.4
	<hr/>
	100.0

The powder also contained a trace of chloride as impurity.

Samples of the powder were distributed to fifteen students, and seven reports were sent in for examination. Zinc, sodium, and the carbonic acid radical were returned in every analysis. The radicals of sulphuric and phosphoric acids, also the evolution of water on heating, were overlooked in one instance each, while only a single competitor succeeded in detecting the calcium.

As a phosphate mixture, this exercise differed materially from the one distributed in February, inasmuch as (the radical of phosphoric acid having been proved to be present) the addition of ammonium chloride and excess of ammonia, as group reagents, produced a certain amount of permanent precipitate, and the necessity for carrying out a special phosphate separation was thereby indicated. The best way to deal with this permanent precipitate was to separate it by filtration and submit it to the special acetate method of separation. The alternative method adopted by most correspondents of redissolving the precipitate, without filtration, and applying the acetate method to the solution so obtained was less satisfactory—and pre-eminently so in the case of this exercise, where the greatly preponderating amount of phosphoric acid radical gave rise to the formation of much ferric phosphate. The precipitate of ferric phosphate and basic ferric acetate always tends to carry down along with it some of the metals of the barium group when present, and the large proportion of failures to detect the calcium, which was present in small quantity only, was most likely due to this metal having been mainly or wholly eliminated in this way and so overlooked.

There are various pitfalls in the analysis of phosphate mixtures, of which students are, as a rule, not fully aware and which they therefore do not take measures to avoid.

## PRIZES

The First Prize for the best analysis has been awarded to:—

DONALD MORRISON, 41 Menzies Road, Torry, Aberdeen.

The Second Prize has been awarded to:—

MARGARET RICHARDSON, 47 Market Street, Hebden Bridge, Yorks.

*First Prize.*—Any scientific book that is published at a price not greatly exceeding fifteen shillings may be taken as a first prize.

*Second Prize.*—Any scientific book which is sold for about seven shillings and sixpence may be taken as a second prize.

The students to whom prizes are awarded are requested to write at once to the publisher, naming the book or books they select.

## MARKS AWARDED FOR ANALYSIS

Donald Morrison (1st Prize) ... ..	95	711 ... ..	73
Margaret Richardson (2nd Prize) ... ..	80	Wyong ... ..	70
Phoenix ... ..	74	Sine labore nihil ... ..	62
		Imperitus ... ..	62

## THE ANALYTICAL TOURNAMENT

The exercise now reported upon is the concluding one of the tournament series for the past session. The number of students competing—27 in all—has been smaller than usual, but good work has been done during the course of the competition. The following are the awards:—

The First Place has been taken by, and the Prize of books to the value of £3 3s., with a Certificate of Honour, has been awarded to "Persistence" (Mrs. Margaret Richardson, 47 Market Street, Hebden Bridge, Yorks), with the creditable aggregate of 491 for the six exercises of the series, the separate figures being 80, 87, 95, 75, 74 and 80.

The Second Prize of books to the value of £2 2s. and a Certificate of Honour have been awarded to "Bon-Accord" (Mr. Donald Morrison, 41 Menzies Road, Torry, Aberdeen), whose aggregate is 459, composed of 73, 56, 89, 76, 70 and 95.

The Third Prize of books to the value of £1 1s. and a Certificate of Honour have been awarded to "Phoenix" (Mr. James C. Hodgson, 56 Bank Top, Blackburn), with an aggregate of 429, composed of 90, 60, 94, 71, 40 and 74.

We congratulate these competitors on the success of their endeavours throughout the session and request them to apply at once to the Publisher, mentioning the books they desire to receive as prizes. We thank all the other competitors for their contributions to and their sustained interest in the tournament.

(To be continued.)

# Round the Street Markets

My business life is passed on the confines of the underworld of the Metropolis, where counter conditions require the tact and caution of an experienced confessor. Thus a recent reference to Leather Lane in the *C. & D.* has more than passing interest. For well-nigh fifty years I have made innumerable journeys into these areas to buy books, engravings and the other oddments which give pleasure to a temperament fond of old and weird things. Farringdon Road, Whitecross Street, Leather Lane, Smithfield, Exmouth Street and the Caledonian Market are on the north side of the Thames; on the south side of the river are the extensive trading areas of Tower Bridge Road and Southwark Park Road. In a class by themselves, perhaps, are the stalls of Soho.

The alert business man will learn not a little wit from the language of the intensive salesman behind his barrow or his partly covered and shelved stall; and I confess to have made not a little profit from erratic listenings to the language of the "gutter" trader, whose stock-in-trade is largely composed of market wit. My shop shelves at one period contained more volumes bought from the street trader than shop rounds. There were slightly soiled tomes of the admirable Globe edition of Shakespeare; the handy "English Men of Letters"; old maps, particularly of London a century ago; topographical books relating to districts which have a historical or antiquarian interest. Perhaps the greatest find of all was an original issue of "Gideon Giles," secured for a few pence as a consequence of the broken binding. I consider this story by far the best in the English tongue; it has been out of print for many years. A final word: these street vendors do menace pharmacy, and the P.A.T.A. deserves all the material aid it can get.—ANTIQUUS (28/4).



# Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

## 28 Essex Street, W.C.2, May 11

THE better tone and feeling noted in some markets during the past few weeks has become fairly general. Business, although by no means active and, of course, handicapped by continual exchange movements, is, on the whole, definitely better. Prices are being fully maintained on spot and shipment quotations are moving up fully to account for the cheapening of the dollar. It is not anticipated that this slight improvement will progress to any substantial extent pending the outcome of the London World Conference in mid-June. The movements of the American dollar are making business with that country difficult and hazardous, nevertheless there is a good trade being done in that direction. There is little to report in the pharmaceutical chemicals market. Business is fair on limited lines and values are holding up well. Santonin is lifeless, and the expected revision in the scale of prices has not yet taken place. Guaiacol carbonate and amidopyrin are dearer; synthetic fine white thymol is easier. Makers' quoted price for citric acid is cheaper. In crude drugs the markets are still rather dull, but there has been more general business and prices are at last beginning to strengthen. Belladonna root of good test is scarce and dearer. Cascara sagrada and ipecacuanha, Matto Grosso, are steadier. Zanzibar cloves tend to advance. Norwegian cod-liver oil is firm. New crop honey is moving well as it arrives. Mercury is firm at current cheap prices. Rhubarb is fully steady and may advance. Bismuth metal was reduced threepence on Wednesday. Business in essential oils has been better, although some lines are still slack and at low prices. Anise is steadier for shipment. Citronella is dull with Ceylon slightly dearer to come forward. Bourbon geranium is steady. Sicilian new crop lemon and orange are gradually recovering from recent low levels. Japanese peppermint is still dull and is easier; the American oil is firm and tends to go dearer. Business in fixed oils has been much better this week and values of a number of products show a fair recovery. Linseed is dearer. Cotton and palm oils have improved, with a scarcity of the latter on spot. American turpentine is dull.

## Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	May 11	Value of the £
Amsterdam ...	Fl. to £	12.107	8.39	13/10½
Berlin ...	Mks. to £	20.43	14.37½	14/0½
Brussels ...	Belga to £	35	24.22½	13/10½
Copenhagen ...	Kr. to £	18.159	22.45	24/8½
Lisbon ...	Esc. to £	110	110	20/-
Madrid ...	Ptas. to £	25.22½	39.76	31/3
Milan ...	Lire to £	92.46	64	13/10½
Montreal ...	Dol. to £	4.86½	4.48½	18/5½
New York ...	Dol. to £	nominal	3.94½	16/2½
Oslo ...	Kr. to £	18.159	19.60	21/7
Paris ...	Fr. to £	124.21	85½	13/9½
Prague ...	Kr. to £	164.25	113½	13/9½
Stockholm ...	Kr. to £	18.159	19.35	21/3½
Warsaw ...	Zloty to £	43.38	30½	14/0½
Zurich ...	Fr. to £	25.2215	17½	13/10½

Bank rate 2 per cent.

## Pharmaceutical Chemicals, etc.

FLUCTUATIONS in exchange rates make the forward positions of a number of products uncertain, with spot values steadily maintained. Business is not at all bad and chiefly confined to material for immediate delivery. The movements in prices recorded last week are holding steady. So far there is little evidence that the cheapening of the dollar is likely to cause any substantial shipments to this market from America. Where exchange rates are concerned with values the undertone is very steady.

ACETANILID.—Market continues steady; business quiet: B.P. crystals and powder, 1s. 5½d. to 1s. 8d. per lb., as to quantity.

AMIDOL.—A steady business in small quantities is reported: 56 lb., 7s.; 28 lb., 7s. 6d.; 14 lb., 7s. 11d. per lb., in 7-lb. tins.

AMIDOPYRIN.—Inquiry is mostly for spot material; dealers' prices about unchanged: crystals, five cwt., 18s.; two cwt., 18s. 6d.; less than two cwt., 19s. 9d. per lb.; with powder 2½d. per lb. extra.

AMMONIUM BENZOATE.—Dealers are quoting spot from 3s. 4d. to 3s. 6d. per lb.; market is dull.

ASPIRIN.—A steady inquiry is being received, with makers' and dealers' prices maintained: home trade, ten cwt., 2s. 9d.; five cwt., 2s. 10d.; one cwt., 2s. 10½d.; 28 lb., 2s. 11d.; 14 lb., 3s.; 7 lb., 3s. 2d. per lb. Export to Colonies and British Possessions, ten cwt., 2s. 9d.; five cwt., 2s. 10d.; one cwt., 2s. 10½d. per lb., f.o.b.; less than one cwt., 2s. 11d. per lb., ex works.

BARBITONE.—Firm tone reported last week maintained; isolated parcels quoted at cheaper prices on spot: one cwt., 13s. 3d.; 56 lb., 13s. 4½d.; 14 lb., 13s. 7½d.; small parcels, up to 13s. 10½d. per lb.

BENZOIC ACID (B.P.).—A very fair business, with the market steady: quantities, ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 2s. 1d. per lb., ex store, as to quantity.

BROMIDES.—Quoted prices are reported unchanged; not much business moving: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; 28 lb., 2s. 1d.; smaller quantities, 2s. 5d. per lb.; potassium B.P. crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; 28 lb., 1s. 10d.; smaller quantities, 2s. 2d. per lb.; sodium B.P., not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s.; smaller quantities, 2s. 4d. per lb. net, without engagement. Special prices for larger quantities.

CALCIUM LACTATE.—Market is about steady, with competition for a limited business: spot, one cwt., 1s. 1d.; 56 lb., 1s. 1½d.; 28 lb., 1s. 2½d.; smaller quantities, up to 1s. 6d. per lb.

CHLORAL HYDRATE.—Makers' prices for home trade are unchanged: duty-paid crystals, in 14-lb. free containers, five cwt., 3s. 4d.; one cwt., 3s. 5d.; 56 lb., 3s. 6d.; 28 lb., 3s. 7d.; 14 lb., 3s. 8d. per lb.; 28-lb. jars one penny per lb. extra.

CITRATES.—Makers' scale of prices is as follows:—

	Not less than 7 lb.	Not less than 14 lb.	Not less than 28 lb.
Potassium B.P. ... per lb.	s. d. 1 11	s. d. 1 10	s. d. 1 8
Sodium B.P. 1932 ... per lb.	2 0	1 11	1 9
Sodium B.P.C. 1922 ... per lb.	1 8	1 7	1 5
Iron and ammon. B.P. (brown) per lb.	2 1	2 0	1 10

Special prices for bulk quantities. Iron and ammon. citrate B.P. (green scales), 2s. 6d. per lb.

CITRIC ACID (B.P. CRYSTALS).—There is rather more life in this market. Makers have reduced their quotations to 9½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers are offering at competitive prices.

COCAINE.—The makers' prices for home trade are steadily maintained: hydrochloride, 25 oz., 20s. 11d.; 16 oz., 21s. 7d.; and less, 22s. 3d. per oz.; pure, 25 oz., 22s. 1d.; 16 oz., 23s. 8d.; less than 16 oz., 24s. 4d. per oz.; 1-oz. tins, 2½d. per oz. extra. Export prices vary as to destination.

CREAM OF TARTAR.—The home trade price quoted by makers for 99 to 100 per cent. material is 80s. per cwt., less 2½ per cent. discount, nominal and without engagement. Dealers are offering at about the same figure.

CREOSOTE CARBONATE.—Dealers are not doing much business: spot is quoted from 8s. 2d. to 8s. 6d. per lb., as to quantity.

FERRI QUININE CITRATE.—Makers' prices are as follows:—

	100 oz. Per oz.	Less than 100 oz. Per oz.		100 oz. Per oz.	Less than 100 oz. Per oz.
100-oz. tins ...	9½d.	—	8- & 4-oz. bottles	10d.	10½d.
25-oz. tins ...	9½d.	9½d.	1-oz. bottles ...	11½d.	11½d.
16-oz. bottles ...	9½d.	10½d.	½-oz. bottles ...	12½d.	12½d.

Special prices for larger quantities.

**GUAIACOL CARBONATE.**—A little more inquiry, with dealers' prices about steady. Spot, two cwt., 9s. 3d.; one cwt., 9s. 4½d.; 56 lb., 9s. 7d.; smaller parcels, up to 9s. 9d. per lb.

**HEXAMINE.**—A steady business is being done: British-made free-running crystals, five cwt., in one delivery, 1s. 11d.; one cwt., 2s. per lb., in one-cwt. kegs, and higher prices for smaller quantities in bags. British rough powder, 1s. 6d. per lb., in kegs; foreign free-running crystals, spot, two cwt., 2s. 2d.; one cwt., 2s. 2½d.; smaller quantities, up to 2s. 6d. per lb.

**HYDROQUINONE.**—Business is fairly satisfactory, with some offers at slightly cheaper prices: ten cwt., 5s. 7½d.; five cwt., 5s. 8½d.; two cwt., 5s. 9d.; one cwt., 5s. 9½d.; 56 lb., 5s. 10d.; 28 lb., 6s.; 14 lb., 6s. 2d.; 7 lb., 6s. 6d. per lb., carriage paid.

**IODIDES.**—Makers' prices for these salts continue at unchanged figures.

**LACTIC ACID (B.P.).**—A limited business continues at rather keen prices: quantities in carboys, 1s. 4½d. to 1s. 6d.; in winchesters and bottles, 1s. 7d. to 1s. 10d. per lb., as to quantity.

**METHYL SALICYLATE (B.P.).**—This market is very steady, with business rather quiet: one ton and over, 1s. 4½d.; ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 6½d.; small quantities in bottles, up to 2s. per lb.

**METHYL SULPHONAL.**—Inquiry is slow, but dealers' spot prices are about steady: two cwt., 19s. 6d.; one cwt., 20s.; 56 lb., 20s. 9d.; small parcels, up to 21s. 6d. per lb.

**METOL.**—A moderate business in small quantities at former rates: 56 lb., 9s. 3d.; 28 lb., 9s. 6d.; 14 lb., 9s. 9d.; 7 lb., 10s. 9d. per lb., in 7-lb. tins, bottles extra. Wholesale distributors' prices for smaller quantities are dearer.

**MILK SUGAR.**—Market remains rather quiet. Continental material at competitive figures: one ton, 52s. 6d.; ten cwt., 53s. 6d.; two cwt., 54s. per cwt., in two-cwt. cases.

**MORPHINE.**—Makers' prices are as follows:—

	Under 5 oz.		5 oz. and over assorted		For 100 oz. assorted contracts over 6 months		For 250 oz. assorted contracts over 6 months	
	oz.	s. d.	oz.	s. d.	oz.	s. d.	oz.	s. d.
Morphine :								
alkaloid precip. ... ..	23	2	22	1	21	7	21	1
meconate ... ..								
tartrate (neutral) ... ..								
acetate ... ..								
hydrochloride powder ... ..	18	8	17	10	17	4	16	10
sulphate ... ..								

Fall clause for contracts of 100 oz. and over.

**PARAFORMALDEHYDE.**—The market is about steady and inquiry is fair: 100 per cent. powder, quantities in kegs, 1s. 2½d. to 1s. 3d.; smaller parcels, up to 1s. 6d. per lb.

**PARALDEHYDE.**—A moderate business is being done at keen prices: quantities in demijohns, 1s.; winchesters, 1s. 4d. per lb.; higher prices for small quantities.

**PHENACETIN.**—Some outside cheaper offers are noted, otherwise the market is steady, business fair: crystals or powder, ten cwt., 4s. 1½d.; five cwt., 4s. 3d.; two cwt., 4s. 4½d.; 56 lb., 4s. 6d.; less than 56 lb., 4s. 9d. per lb., carriage paid on minimum cwt. lots. No falling clause on contracts over twelve months.

**PHENAZONE.**—Dealers' spot prices are about steady; isolated lots may be slightly cheaper; business is slow: crystals, ten cwt., 9s. 9d.; five cwt., 9s. 11d.; two cwt., 10s. 2d.; and less, up to 11s. per lb., with powder 2½d. per lb. extra.

**PHENOLPHTHALEIN.**—A moderate business with makers' agreed prices steady: two cwt., 4s. 7d.; one cwt., 4s. 8d.; 28 lb., 4s. 11d.; 14 lb., 5s. 2d.; 7 lb., 5s. 5d.; smaller parcels, up to 5s. 8d. per lb.

**PHENYL ETHYL BARBITURIC** is offered on spot at less than the controlled prices: one cwt., 36s. 9d.; 56 lb., 38s.; 28 lb., 39s. 3d.; smaller quantities, 40s. 6d. per lb., in 2-lb. bottles, carriage paid; small lots in different packing at higher prices.

**POTASSIUM PERMANGANATE (B.P.)** is steady and dealers are selling the usual small spot parcels: quantities in two-cwt. drums, 8½d. to 8¾d.; druggists' parcels, 9d. to 10d. per lb., as to quantity.

**POTASSIUM SULPHOGUAIACOLATE.**—Dealers are receiving very little inquiry: spot quoted from 5s. 10½d. to 6s. 3½d. per lb., as to quantity.

**QUININE SALTS.**—Convention prices for these salts are at the advance recorded last week: sulphate, 1s. 10d.; bisulphate, 1s. 10d.; ethyl carbonate, 2s. 4½d.; salicylate, 2s. 5½d.; phosphate, 2s. 10d.; hydrochloride, 2s. 3½d.; bihydrochloride,

2s. 6½d.; hydrobromide, 2s. 3½d.; bihydrobromide, 2s. 6½d. per oz., carriage paid on bulk quantities.

**RESORCIN.**—Imported material is short and firmly held on spot at 5s. 9d. to 6s. 6d. per lb. for small parcels. British material is quoted as follows: crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., 6s. per lb.

**ROCHELLE SALTS.**—Makers' prices are at the reduced rates recorded last week.

**SACCHARIN.**—The makers' price is unchanged for home trade with 550 — 1 lb., 37s. 6d. per lb., duty paid, with rebates for quantities.

**SALICYLIC ACID (B.P.).**—Makers' prices for home trade are fully steady: one ton, 1s. 7d.; ten cwt., 1s. 7½d.; five cwt., 1s. 8d.; one cwt., 1s. 8½d.; 28 lb., 1s. 9d.; 14 lb., 1s. 10d.; 7 lb., 2s. per lb.

**SALOL.**—Cheap material is spoiling the market; business slow: spot, crystals, two cwt., 5s. 9d.; one cwt., 5s. 11d.; 56 lb., 6s.; smaller parcels, 6s. 2d. per lb.; powder 2d. per lb. extra.

**SODIUM BENZOATE (B.P.).**—The spot price for fair quantities of 1932 B.P. quality is 1s. 8½d.; smaller parcels, up to 2s. per lb.

**SODIUM DIETHYLBARBITURATE.**—Market is firm and tends to advance with dearer barbitone: spot, one cwt., 12s. 9d.; 56 lb., 13s.; 28 lb., 13s. 3d.; 14 lb., 13s. 6d.; 7 lb., 13s. 9d.; smaller parcels, up to 14s. per lb.

**SODIUM SALICYLATE (B.P.).**—A moderate inquiry with makers' and dealers' quotations unchanged: home trade, powder, two tons, 2s.; one ton, 2s. 0½d.; ten cwt., 2s. 1d.; five cwt., 2s. 2d.; one cwt., 2s. 3d.; 28 lb., 2s. 4d.; 14 lb., 2s. 6d.; 7 lb., 2s. 7d.; 1 lb., 2s. 8d. per lb., with crystals one penny per lb. extra.

**SULPHONAL.**—Market is dull but dealers' prices are maintained: crystals, two cwt., 15s. 7d.; one cwt., 16s. 2d.; 56 lb., 16s. 5d.; smaller parcels, up to 17s. 3d. per lb., with powder 2½d. per lb. extra.

**TARTARIC ACID (B.P. CRYSTALS).**—Makers' home trade quoted price is unchanged at 11½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers are offering at about the same price.

**THEOBROMINE.**—Not much business with competition keen: pure alkaloid, 4s. 10d. to 5s. 6d. per lb.; sodium salicylate, 4s. 9d. to 5s. 3d. per lb., as to quantity.

**VANILLIN.**—A little more inquiry and the schedule prices are fairly steady: 100 per cent., one ton, 14s. 3d.; ten cwt., 14s. 6d.; five cwt., 14s. 9d.; three cwt., 15s.; one cwt., 15s. 3d.; 56 lb., 15s. 6d.; 28 lb., 15s. 9d.; 14 lb., 16s.; less, 16s. 3d. per lb.

### Crude Drugs, etc.

**AGAR AGAR.**—Market is quoted cheaper again and is still dull: spot, Kobe No. 1, 2s.; No. 2, 1s. 10d.; Yokohama, No. 1, 1s. 10d. per lb.; shipment, Kobe No. 1, 1s. 6d.; No. 2, 1s. 4½d.; Yokohama, No. 1, 1s. 4½d. per lb., c.i.f.

**ALKANET ROOT.**—Dealers are offering spot supplies at 47s. 6d. per cwt.

**ANTIMONY.**—The market has been rather quiet. Chinese oxide, spot, £28; shipment, £21 10s., c.i.f. Chinese crude, spot, nominal; shipment, £17 10s., c.i.f.

**ARNICA FLOWERS.**—Dealers are offering spot supplies of Montana at about 9d. per lb.

**BALSAMS.**—A little spot business moving with *Tolu* at 3s. 5d. to 3s. 6d. per lb.; shipments tend to firm up. Canada, spot, 3s. 1d. per lb.

**BELLADONNA.**—The spot price for good test root is nominal at 65s. per cwt., with practically nothing available. Leaves, 65s. per cwt., spot.

**BISMUTH METAL.**—The price of the metal was reduced as from Wednesday, May 10, from 4s. 6d. to 4s. 3d. per lb.

**BUCHU.**—Some small spot business is being done; new crop, green rounds, 1s. 1½d. to 1s. 3d., as to quality; ovals, 8d. to 8½d. per lb., as to colour. Shipment is receiving a fair inquiry and the market is steady with fair green rounds about 9½d. to 9¾d. per lb., c.i.f.

**CAMPHOR.**—The shipment market is steadier but still dull. Spot has remained quiet: spot, slabs, 2s. 2d.; flowers, 2s. 3d.; tablets, 2s. 7d. per lb.; shipment, slabs, 1s. 9½d.; flowers, 1s. 10d.; tablets, 2s. 1d. per lb., c.i.f. English refined is quoted unchanged: flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz., and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ½ oz. and ¼ oz., 3s. 6d. per lb.; special prices for contracts for quantities.



**CASCARA SAGRADA.**—Spot supplies of 1932 peel are short and are at fully 62s. per cwt., with nothing offering for shipment. 1931 peel, dearer at 48s. 6d. per cwt., c.i.f., in car-load lots.

**CHAMOMILES.**—Market is steady and former prices are fully maintained; business fair.

**CLOVES.**—This market is keeping fully steady; business restricted. Zanzibar, spot, 5½d.; shipment, July-August, 4½d.; August-October, 4½d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended April 29 were *nil* and the deliveries 16, leaving a stock of 1,521. From January 1 to date, landings of Zanzibar have been 1,445 and the deliveries 1,404. Landings of Madagascar for the week ended April 29 were *nil*, and the deliveries *nil*, leaving a stock of 1,107. Landings of Madagascar this year to date have been *nil* and the deliveries 49.

**COCOA BUTTER.**—English continues to be quoted from 8½d. to 10d. per lb., as to quantity. Market is quiet.

**COCONUT (DESICCATED).**—Quoted prices are about maintained; business is of small account. Spot, fine, 24s.; medium, 23s. per cwt.; shipment, halves, May-June, 19s. per cwt., c.i.f.

**COD-LIVER OIL.**—Rather better inquiry for shipment this week with the market firm and some shippers are reported to have withdrawn for the time being. Fishing results to May 6: 119,004 tons of cod and 69,808 hectol. of oil, compared with 143,147 tons of cod and 85,939 hectol. of oil in 1932 and 115,112 tons of cod and 550,072 hectol. of oil in 1931. Finest Lofoten steam refined non-freezing medicinal oil, fully 92s. 6d. per barrel, c.i.f. Spot, about 107s. 6d. per barrel, ex store, duty paid. Some brands may be slightly cheaper.

**COLCHICUM.**—Dealers quote root at 50s. per cwt. and seed at about 2s. 9d. per lb.

**DIGITALIS LEAVES.**—Spot supplies of leaves are available at about 60s. per cwt.

**ERGOT.**—Business is of small account. Spot, Spanish, 1s. 7d.; Russian, 1s. per lb., duty paid.

**GELATIN.**—Rather more inquiry being received, market steady: spot, gold leaf, 2s. 2d.; silver leaf, 2s.; bronze leaf, 1s. 9d.; thin leaf, 1s. 8d. per lb., in cwt. lots.

**GENTIAN.**—Only a few small parcels are available on spot at full prices.

**GINGER.**—This market has remained dull. West African, spot, 17s. 3d.; for arrival, 15s. per cwt., c.i.f. Jamaican, 60s. to 95s. per cwt., as to quality.

**GUM ACACIA.**—Market continues dull; cheaper quotations for bulk quantities: spot, Kordofan cleaned sorts, 36s.; natural, 34s. 6d.; bleached, 72s. 6d. per cwt.; shipment, Kordofan cleaned sorts, 29s. 6d.; natural, 28s. 6d. per cwt., c.i.f.

**HELLEBORE.**—Dealers are offering white at about 42s. 6d. per cwt. and black at 47s. 6d. per cwt.

**HONEY.**—The demand for the arrivals of new crop Jamaican continues and prices are well maintained. In other kinds business is fair with Russian and D mingo offering at attractive prices.

**HYDRASTIS.**—Rather dearer to come forward. Spot is unchanged at about 4s. 3d. per lb. for small lots.

**IPECACUANHA.**—The tone here tends to be better with spot prices for Matto Grosso fully 4s. 9d. to 5s. per lb., as to quantity.

**LYCOPodium.**—Dealers are offering spot at 3s. 6d. per kilo for small parcels.

**MARSHMALLOW ROOT.**—Supplies of best white are available at about 57s. 6d. per cwt.

**MENTHOL.**—This market has been dull and is unsteady. K/S brands, spot, about 14s. 6d. per lb. and less for bulk quantities; shipment is also down on the week, with April-May 12s. 7½d. and July-August about 12s. 7½d. per lb., c.i.f.

**MERCURY.**—There has been a good volume of business done this week, due to the present attractive prices. The market is firm. First-hand offers for shipment depend on the dollar exchange. Spot is firm at £9 to £10 per bottle, ex store, as to quantity.

**PEPPER.**—Values are steadily maintained, while business is rather limited. Lampong, spot, 5½d.; shipment, April-June, 4½d.; May-July, 4½d.; August-October, 4d. per lb., c.i.f. Tellicherry, spot, 5½d.; shipment, May-June, 44s. per cwt., c.i.f. Aleppy, spot, 5½d.; shipment, May-July, 43s. per cwt., c.i.f. White Muntok, spot, 6½d.; shipment, May-July, 5½d.; August-October, 5½d. per lb., c.i.f.

**PIMENTO.**—Business has been moderate; market about steady. Spot, 2½d. per lb.; shipment, May-June, 21s. 9d. per cwt., c.i.f.

**QUASSIA CHIPS.**—Dealers are quoting spot supplies at about 22s. 6d. per cwt.

**QUILLAI BARK.**—Some supplies of crushed bark on spot are quoted at 32s. 6d. per cwt.; powder, 45s. per cwt.

**RHUBARB.**—This market is fully steady and business has been moving well in the cheaper grades. Spot, Shensi, 4s. 4d. to 4s. 6d.; Canton, about 2s. 8d.; flat high dried, 2s. 3d. to 2s. 4d.; common round, 1s. 2d. to 1s. 6d. per lb.

**RUBBER.**—A further small advance in values is recorded; business has been fairly satisfactory, closing steady. Standard ribbed smoked sheet, spot, 2½d.; June, 2½d.; July-September, 2½d.; October-December, 2½d.; January-March, 1934, 3d.; April-June, 3½d. per lb.

**SAFFRON.**—Dealers' spot prices for small parcels are steady; business about average: spot, prime B.P., 60s. 3d.; extra B.P., 56s.; super B.P., 53s. per lb.; and slightly less for bulk quantities.

**SARSAPARILLA.**—A modest spot business is being done at former rates: spot, native mixed colours, 1s. 1d. to 1s. 1½d.; grey Jamaican, 1s. 9d. to 1s. 10d. per lb., as to quantity. Mexican, 7d. per lb.

**SEEDS.—ANISE.**—Spanish, 52s.; Bulgarian, 40s., duty-paid. CANARY.—Spot, Mazagan, 11s. 6d.; no business passing. Tangier, 11s. 3d.; Kenitra, 10s. 6d. LINSEED.—Mazagan on spot quoted at 15s. 6d.; Morocco, 14s. 6d. CORIANDER.—Morocco, 1929 crop, quiet, 15s. 3d. quoted; 1932 crop, 15s., in bond; 16s. 6d. duty-paid; Wormy, 13s. 6d. to 14s. CUMIN.—Malta, 40s.; Morocco, 32s. 6d., spot, duty-paid. FENUGREEK.—Morocco, 12s., spot; market quiet. CARAWAY.—Dutch, dearer, 35s. 6d.; business done. MUSTARD.—English, 22s. 6d. to 32s. 6d., according to quality.

**SENEGA.**—The market is about unchanged at last week's lower figures. Spot, 1s. 10d.; shipment, about 1s. 7½d. per lb., c.i.f.

**SENNA.**—Just a moderate business is reported, mostly in Tinnevely. The general tone is steady. Tinnevely, bold leaves, from 6d. upwards; No. 1, 4½d. to 5½d.; No. 2, 4d.; No. 3, 3d. to 3½d. per lb.; hand-picked pods, 6½d. to 7d.; f.a.q., 4½d. to 5d. per lb. The demand for Alexandrian pods has been limited. Supplies of Tinnevely leaves on spot are limited and definitely short for the better grades.

**SHELLAC.**—Values are quoted on a higher level, with the market at first irregular and closing rather steadier. Standard TN orange, 57s.; fine orange, 72s. 6d. to 117s. 6d.; pure button, 70s. per cwt., spot. For delivery, TN, May, 53s. 6d.; August, 54s. 6d.; October, 55s. 6d. per cwt. For arrival, TN, May-June, 50s. per cwt., c.i.f.

**STRAMONIUM LEAVES.**—Spot values run from 40s. up to 45s. per cwt., as to quality.

**TUBA ROOT.**—Supplies are very scarce for spot; shipment, April-May, 10d. per lb., c.i.f.

**VALERIAN ROOT.**—Some supplies of clean Belgian root are quoted at about 60s. per cwt.

### Essential Oils, etc.

REPORTS indicate that business has been better this week and the general tone is steady. The American oils are mostly fully steady, with shippers advancing their prices to the full extent of the drop in the dollar. Japanese peppermint is dull and cheaper forward; the American oil is firm. Citronella is still neglected and at attractive figures.

**ALMOND.**—Business is limited, market steady. Foreign, sweet, 2s. 3d. to 2s. 4d. per lb. English, sweet, one-cwt. lots, 2s. 7d.; smaller parcels, up to 2s. 9d. per lb., as to quantity.

**ANISE (STAR).**—Spot is still dull; forward steadier with a little more inquiry: spot, "Red Ship," in leads, 1s. 10½d.; in tins, 1s. 8d.; in drums, 1s. 7½d.; shipment, in leads, 1s. 8d.; in tins, 1s. 6½d.; in drums, 1s. 6d. per lb., c.i.f.

**BERGAMOT.**—Shipment offers for new crop oil vary from 4s. 10d. for bulk lots up to 5s. 3d. per lb., c.i.f., with old oil at cheaper figures. Spot is freely offered in the region of 5s. 3d. to 5s. 6d. per lb., as to quantity.

**BOIS DE ROSE.**—This market is reported unchanged, with the forward position rather obscure. Brazilian, spot, 4s. 1d. to 4s. 3d.; shipment, about 3s. 7d. per lb., c.i.f.

**CAJUPUT.**—B.P. quality on spot is quoted at about 2s. 3d. to 2s. 6d. per lb.; green is offering at about 2s. to 2s. 1d. per lb., as to quantity.

**CANANGA.**—There is not much business moving. Spot, about 8s. 3d. to 8s. 4d.; shipment, 6s. 4d. per lb., c.i.f., in bulk quantities.

**CARAWAY.**—The market is quoted dearer for Continental rectified, with shipment now at 7s. 6d. per lb., c.i.f. Spot is about 8s. 3d. to 8s. 6d. Dutch is quoted from 9s. 6d. to 10s. 6d. per lb., as to quantity.

**CASSIA.**—Some business is reported and there is fair inquiry for shipment. Spot, 3s. 7d.; shipment, about 3s. per lb., c.i.f.

**CEDARWOOD.**—The better market recorded last week is maintained. American, spot, 1s. 9d. in drums and 1s. 10d. per lb. for small lots. Colonial, 1s. 8½d. in drums and 1s. 10d. per lb. for small parcels.

**CINNAMON LEAF.**—Market is about steady, but rather quiet. Spot, in tins, 2s. 9d. to 2s. 10d.; shipment, in drums, 2s. 3d. per lb., c.i.f.

**CITRONELLA.**—The Ceylon product is rather better, with shipment now up to 1s. 8d., c.i.f., and spot in small lots is steadier at 1s. 10d. per lb. Java is unchanged and dull. Spot, 2s. 7d.; shipment, 2s. 0½d. per lb., c.i.f.

**CLOVE.**—Market is steadier and tends to harden. Madagascar, spot, 3s. 3d. to 3s. 6d. per lb., as to quantity; shipment, 2s. 3d. per lb., c.i.f. English, 4s. 3d. to 4s. 6d. per lb., spot, as to quantity.

**EUCALYPTUS.**—The market has remained dull. Australian, 70 to 75 per cent., 11d. to 1s.; 80 to 85 per cent., 1s. to 1s. 1d. per lb., as to quantity. Spanish, 70 to 75 per cent., 1s. 2d. per lb., spot.

**GERANIUM.**—The position of Bourbon is fully maintained, with shipment at 21s. 3d. per lb., c.i.f. Most holders of good oil on spot are asking 24s. for small parcels. Algerian is steady; spot, 23s. 9d. per lb.

**GINGERGRASS.**—Inquiry has been moderate. Spot is quoted at 7s. 2d. to 7s. 4d. per lb., as to quantity.

**JUNIPER BERRY.**—Rather more inquiry, with spot quoted in the region of 3s. 6d. per lb., as to quantity.

**LAVENDER.**—Most of the important business seems to have been placed and the market is dull. Small lots of French, 38 to 40 per cent., 8s. 3d.; 36 to 38 per cent., 7s. 6d. per lb., carriage paid; lower prices for bulk quantities to come forward.

**LEMON.**—The shipment market for new crop Sicilian is reported rather better, and prices are now mentioned in the region of 3s. 5d. to 3s. 8d. per lb., c.i.f., as to brand. Spot offers are at about 3s. 6d. to 3s. 9d. and up to 4s. per lb., as to quantity. More interest is being shown. Californian, spot, in large drums, 48 cents; in small drums, 49 cents per lb.

**LEMONGRASS.**—The shipment market is reported dearer at about 1s. 11d. per lb., c.i.f. Spot is quoted at about 2s. 2d. per lb.

**LIME.**—Market is slack and rather unsteady. Small spot parcels, about 36s. 9d. per lb.

**MANDARIN.**—Prices quoted for this product vary as to quality from 13s. up to 16s. per lb. for small parcels.

**ORANGE.**—There has been a fair business moving in the French colonial product and prices are fully maintained: shipment, 2s. 8d. to 2s. 10d. per lb., c.i.f.; spot, in small quantities, from 3s. 4d. to 3s. 6d. per lb. Sicilian, sweet, new crop, is quoted dearer for shipment at about 5s. to 5s. 3d. per lb., c.i.f.; spot, 5s. 3d. to 5s. 9d. per lb. Sicilian, bitter, new crop, 4s. 7d. to 4s. 9d. per lb., c.i.f. Californian, spot, single cases, 50 cents; two or more cases, 45 cents per lb.

**PALMAROSA.**—Quoted prices are unchanged; market rather quiet. Spot, 7s. 4d. to 7s. 9d. per lb., as to quantity; shipment, 6s. 10d. per lb., c.i.f.

**PEPPERMINT.**—There is little doing in this market, either speculative or otherwise. The Japanese product is quoted at about 5s. 9d. per lb., spot. Shipment is cheaper, with April-May at 5s. 4½d. and July-August at 5s. 3d. per lb., c.i.f. The American oil is firmly held, with natural, in drums, at about 2 dollars 30 to 35 cents per lb., c.i.f.; some brands may be slightly cheaper. Quotations are difficult to work on owing to the dollar fluctuations, and shippers are restricting their offers.

**PETITGRAIN.**—Market is about steady; business quiet. Spot, 4s. 4d. to 4s. 6d. per lb., as to quantity. Shipment would be about 3s. 8d. per lb., c.i.f.

**ROSEMARY.**—There is a steady business moving. First-quality Spanish, 1s. 9d. in drums and 1s. 10d. per lb. in tins, spot.

**SANDALWOOD.**—British-made West Indian is available; cwt. lots, 4s. 3d.; 56 lb., 4s. 5d.; 14 lb., 4s. 8d. per lb. Genuine East Indian from first-hands, 2s. to 2½s. per lb., as to number of cases. Some offers may be cheaper.

**SASSAFRAS.**—Prices continue to vary, with some offers at very low rates. Average values are in the region of 4s. to 4s. 6d. per lb. spot, as to quantity.

**SPIKE.**—There has been some inquiry for Spanish on spot with good-quality quoted at about 3s. 5d. to 3s. 6d. per lb., as to quantity; shipment, August-September, 3s. per lb., c.i.f.

**WINTERGREEN.**—This market is dull; spot quoted from 6s. 9d. to 7s. per lb., as to quantity.

**WORMSEED.**—Rather more inquiry is being received. Spot, about 11s. 6d. per lb.; and shipment about 10s. 1½d. per lb., c.i.f.

### Fixed Oils, etc.

THERE is a better tone in these markets and values of a number of products show some partial recovery. Business was quite good early in the week but has since slackened off. Linseed oil and resin are dearer. Cotton oils are better. Palm oils are scarce on spot. **ACID OILS.**—Rather more business with prices showing some recovery: coconut and/or palm kernel, 18s. 6d.; groundnut, 17s. 6d.; soya, 14s. 9d., spot. **CASTOR.**—Market is fairly steady, business limited: pharmaceutical, 38s.; first pressings, 33s.; second pressings, 30s. (barrels); cases, £4 per ton extra, ex mills, Hull, in not less than one-ton lots; Bombay, 28s. 3d. (drums), c.i.f. **COCONUT.**—The market is about steady and a moderate business has been done: deodorised, 26s. 9d. (barrels), spot; Ceylon (drums), 19s. 3d., c.i.f. **COTTON.**—More business moving at the beginning of the week but the market has quietened down; values are better: deodorised, 26s. 9d.; common edible, 24s. 9d.; soapmaking, 23s. 3d.; crude, 21s. 9d. (barrels), spot. **GROUNDNUT.**—Market has shown a little more life: deodorised, 29s. 9d. (barrels), spot; crude Oriental, 26s. 3d. (drums), c.i.f. **LINSEED (RAW, NAKED).**—At the higher values now quoted the market is quiet: on spot, 19s.; May, 17s. 9d.; June-August, 17s. 10½d.; September-December, 18s. 4½d. Boiled oil, on spot, 21s. 9d. **OLIVE.**—A fair business is being done with quoted prices about unchanged: edible, in tins in cases, 70s. per case of ten gallons; in barrels, 5s. 3d.; B.P., 4s. 6d. per gallon, in 40-gallon barrels. **PALM.**—It is reported that only bleached is available on spot. Market is quoted at improved values with more inquiry about: Lagos, 15s. 6d., c.i.f.; softs, 15s. 3d., c.i.f.; mediums, 16s. 3d., c.i.f.; hards, 16s. 6d., c.i.f.; bleached, 19s. 6d., spot. **PALM KERNEL.**—This market has remained rather dull: deodorised, 28s. 3d.; crude, 21s., spot. **RAPE.**—Quoted slightly cheaper on a quiet market: refined, 31s. 9d.; crude, 30s. 3d., spot. **RESIN.**—Quoted prices are dearer, market quiet: B, 12s. 9d.; D, 13s.; F/G, 15s.; N, 18s. 6d.; W/G, 20s. 9d.; W/W, 22s. 6d. per cwt., ex wharf. **SOYA.**—More inquiry with the market quoted at better rates: deodorised, 27s. 3d.; crude, 23s. 3d., spot. **TURPENTINE, AMERICAN.**—Business has been quiet. Total London stocks, 4,944 barrels. On spot, 61s. 3d. **WOOD.**—Hankow, in barrels, on spot, is quoted dearer at about 48s. 6d.

### Sudan Gum Acacia Exports

BOXALL & Co. report that exports for March, 1933, totalled 1,428 tons, compared with 2,367 tons in March, 1932. Exports for January-March, 1933, totalled 3,984 tons, compared with 6,135 tons during the same period of 1932. The chief destinations were as follows:—

Destination	1932			1933		
	Jan.-Feb.	March	Total	Jan.-Feb.	March	Total
Great Britain ...	878	662	1,540	452	260	712
U.S.A. ...	486	292	778	235	290	525
France ...	442	495	937	93	239	332
Germany ...	546	120	666	564	162	726
Italy ...	268	195	463	232	102	334
Belgium ...	171	162	333	126	155	281
Japan ...	291	31	322	501	42	543
Holland ...	91	289	380	101	40	141
Spain ...	73	55	128	70	24	94
Sweden ...	60	10	70	9	7	16
Australia ...	46	114	160	26	7	33
China ...	56	15	71	28	27	55
Canada ...	17	2	19	10	—	10
British India ...	37	10	47	3	—	3
Denmark ...	31	23	54	7	7	14
Finland ...	6	10	16	5	5	10
Rumania ...	2	2	4	11	—	11
Greece ...	3	4	7	12	3	15
Egypt ...	55	7	62	17	22	39
Argentina ...	42	26	68	30	18	48
Brazil ...	22	1	23	4	10	14

The export figures are made up of the following qualities:—

		Hashab	Bleached	Talha	Total
March, 1932	... tons	2,249	4	114	2,367
March, 1933	... tons	1,369	11	48	1,428
January/March, 1932	... tons	5,805	37	293	6,135
January/March, 1933	... tons	3,668	26	290	3,984



# Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

## Council Election

SIR,—At a meeting of the Executive Committee of this Branch it was unanimously decided to support the retiring members of the Council at the forthcoming election, and to solicit the votes of members of the Society on their behalf.—Yours faithfully,

C. PIPER, Secretary.

Sheffield and District Branch of the Pharmaceutical Society.

SIR,—I have seen letters in which the question is asked, why no amendment to lower the maximum of the fees provided in the Pharmacy and Poisons Bill has been brought forward by me or those who think with me on this matter. It would have been better if these gentlemen had made inquiries as to whether this had been done or not, as they would then have ascertained that at the first consideration of the Bill at 17 Bloomsbury Square I took exception to any business registration fee whatsoever; but as the delegates' conferences did not dissent but expressed the desire that any fee should be a purely nominal one, I claim my right to press and support the delegates' decision. One writer appears to think that the words "desirability of restricting" mean nothing; but this is a definite instruction to what is an advisory board and is of greater merit to us than the mandatory phraseology suggested by him, which would stultify any recommendation of the Poisons Board and greatly limit the power of the representatives of the Pharmaceutical Society on that body. This stultification is something new in the legislation of this country when applied to advisory bodies to the Secretary of State for Home Affairs. Another correspondent asks a question as to my statement that I opposed certain clauses in the Bill. Is this correct? he asks. Not only are the statements correct, but absolutely true in every detail. I was the only member to vote against the acceptance of the Bill. . . . I am indebted to the authors of the letters for the opportunity of making these points clear to the electors.—Yours, etc.,

Maryport.

THOMAS HARDY.

## American Dispensing

SIR,—It has always been my impression, and probably that of most English pharmacists who have not made a trip to the States, that the principal fittings in an American pharmacy were the soda fountain and the candy and cigar counters, so that Mr. Skinner's interesting notes on American pharmacy (*C. & D.*, May 6, p. 490) enlighten us considerably on the appearance of a real pharmacy on the other side. Mr. Skinner informs us that there is a distinction between pharmacies and drug stores in America; would that it were so on this side of the Atlantic! It would appear that the average rental is \$261 per month, in round figures somewhere about £65; no chemist in this country could afford to pay such a rental. The average price of a prescription is given as \$1.00, or nearly 5s.; I should say that the average price of a prescription in this country is nearer 1s. 6d.—Yours truly,

COMPARATIVE (9/5).

## Sunday Hours

SIR,—The question of Sunday opening has been raised in Edinburgh (*C. & D.*, April 29, p. 468), and the suggestion was made that one shop in each district should be open all day on Sunday. This is the method adopted in many parts of the Continent and seems to work well there, but the Edinburgh committee held that the attendance on Sunday is a professional service and not for trading purposes. I have come across places where the pharmacies spread the Sunday duty over the day in small periods, thus, 10 to 10.30, 12.30 to 1.30, 5 to 6, and 8 to 8.30, presumably to be outside the church

times; but personally I would rather be on duty right through than work on this principle. Conditions of prescribing and dispensing are different in Scotland from those obtaining in England, where, except in a few localities, it is not customary for doctors to write out prescriptions other than for insurance patients. I can remember the times when chemists were open all day on Sundays. Since the war this practice has been discontinued in favour of two hours' duty on Sunday evenings, and in some places the rota system has been adopted. But in the last year, whether owing to trade depression or to increasing competition I cannot say, I have noticed that some pharmacies have commenced opening on Sunday mornings as well as at night, so I suppose this is the first step towards a return of the old conditions of all-day service. In one or two places also the two hours' opening on the evening of early-closing day is extended to the whole of the afternoon.

Faithfully yours,

EXTRA DUTY (8/5).

## Prospects in Pharmacy

SIR,—The article by "Critique" (*C. & D.*, May 6, p. 483) is provocative. There is a vein of pessimism running through it which, I can well imagine, might unduly depress some of the younger readers of the *C. & D.* Some of the statements are sweeping and, in my judgment, not always true. "The tendency to-day is for all children to do better for themselves than their parents did." Some children undoubtedly, but all, never. In a fairly wide circle of friends (many of them chemists), my experience is that many children to-day are at a loose end; and far from doing better than their parents, it is the parents that are keeping them. "Opportunities for opening new businesses are very few, and those that occur in new districts are slow in developing and not too lucrative." I make bold to assert that there are more opportunities to-day for young pharmacists to open new businesses, and make a modest income from them the first year, than ever before. I know districts where not one pharmacist but a dozen have opened during the last two or three years and all are doing well; in one case that came to my notice the net certified profits for the first year were just over £500. Nor in any of the cases was the amount of capital required anything like £1,000; £500 is probably nearer the average. I doubt very much whether a medical man or dentist, if he was fortunate enough to be able to get his diploma upon an expenditure of £1,200, would be able to make as much in the first year of a practice started by himself as the net amount earned by the young pharmacist. "There is only one [side-line] not generally adopted I can think of, wireless." Think again, "Critique"! What about the ironmongers, seedsmen, florists and all kinds of traders who are selling horticultural and agricultural preparations which you should be selling, nicely packed and at attractive prices? What about veterinary medicines? Dogs are in many cases supplanting the baby; there are springing up shops in which dog medicines of all kinds are featured, but not often are these chemists'. The suggested Pharmacy and Poisons Bill will create a new class of poison sellers for what are somewhat loosely called "technical poisons." Are the chemists going to allow shops to be opened (as they may well be) for the express sale of these poisons, or are they boldly going to take the bull by the horns and go out for the business themselves? The sale of drugs has, in my opinion, passed its zenith; and although dispensing for N.H.I. patients will go on, I believe that not more, but fewer, drugs will be handled by the chemist. How necessary, therefore, is it to seize some of the business that other traders are so keen on getting? Why, too, this hitting at the drug departments of co-operative societies? They legally trade under the Pharmacy Acts; in what way do they differ from the multiple shops? "The soul of all improvement



is the improvement of the soul." What is wanted to-day is a new orientation of the average pharmacist. No one can help him but himself; and it is only as he sits up and takes notice that he is living in a new world and that the old has passed away, probably for ever, that he will bestir himself to adapt his policy to the changed conditions.—Yours, etc.,

COUNTRY CHEMIST (8/5).

### Varying Profits

SIR,—I have read with interest the views of your correspondents during the last few weeks on the subject of profits, small sales and the cost of serving customers. I do not think that in these days we can afford to consider whether a certain customer yields sufficient profit to cover the calculated cost of serving him: it is the net amount at the year's end which matters. Suppose a small business has an annual turnover of £1,500. The gross profit (not always reached nowadays) is £500. Expenses, including junior assistant, rent, rates, etc., amount to £250. This leaves a net profit of £250, or, as some would call it, the proprietor's salary. If, by pushing some small lines in addition, the chemist makes a gross profit of, say, £10, actually it is net profit, since his overhead charges are constant in any case. It is when the volume of business demands extra help, for example, N.H.I., beyond what the existing staff can manage that the net profit diminishes. In these hard times, any legitimate source of profit, however small, must be welcomed. In any case, the customer who spends small amounts to-day may become more profitable and should be encouraged.—Yours faithfully,

PROVINCIAL (1/5).

## Legal Queries

K. F. (9/9).—Since the Medicine Stamp Acts do not apply to the Irish Free State, the question of liability to medicine-stamp duty would only arise should you propose to place your preparation on the market in Great Britain.

J. L. (23/1).—During the period of a twenty-one years' lease the tenant added a shop front to a building, giving his landlord an undertaking to restore the building to its original form at the end of the lease if called upon to do so. Is the shop front the property of the tenant or of the landlord, and is the latter entitled, when selling the building at the end of the lease, to include in the price the value of the shop front? [In our opinion, in the absence of special circumstances, the shop-front is the property of the landlord, who, if he does not choose to call upon the tenant to restore the property, is entitled to sell the building in its present condition. If the property fetches a higher price by reason of the existence of the shop front the landlord is, we consider, entitled to the benefit. It is possible that the tenant may have certain rights under the Landlord and Tenant Act, 1927, and we advise him to consult a solicitor.]

H. C. (2/1).—An owner-occupier of a dwelling house is assessable under Schedule A of the Income Tax Acts (i.e., Property Tax) whether he receives income from the property or not. Before the amount of liability is computed, however, certain allowances and the gross income for the year have to be taken into consideration, together with any charges on income. If the net annual value of a house for tax purposes is £16 10s., it means that a statutory allowance for repairs has been deducted. The following are the statutory allowances:—From the earned income a 1/5th is deductible, equals £40. For a single man a personal allowance of £100. For a married man (living with his wife) a personal allowance of £150. For the first child an allowance of £50. For the second and subsequent children £40 each child. In addition to the above, any mortgage interest paid gross may be claimed as a charge against income. From the above it will be found an easy matter to compute the liability, remembering that the first £175 of taxable income is charged at half the standard rate, i.e., 2s. 6d. in the £ only.

## Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

X. Y. (3/4).—*Hydrocotyle asiaticum*, a small umbelliferous plant, is found in India and Malaya, where it is frequently used in medicine. In India and Java it is regarded as a diuretic; it is an alterative tonic and local stimulant for syphilitic skin diseases, and may be used both as an external and an internal remedy. Some years ago it obtained a certain amount of notoriety as a cure for leprosy, and the demand from abroad led to its cultivation in Bombay; but its action was said to be due to its alterative and tonic properties contributing to the general health of the patient. The herb contains a tannin principle.

J. S. W. (28/48).—HAIR CREAMS.—The following formulas are representative of the preparations most popular at present:—

### I

White wax .. .. .	10 parts
Liquid paraffin .. .. .	130 parts
Distilled water .. .. .	15 parts
Borax .. .. .	1 part

Melt the wax in fifty parts of liquid paraffin. Place in a mortar and stir in the remainder of the liquid paraffin. Add the distilled water in which the borax has been dissolved and stir in the cream formed until cold.

### II

Powdered tragacanth .. .. .	40 gr.
Spirit .. .. .	2½ dr.
Glycerin .. .. .	½ oz.
Perfume .. .. .	a sufficiency
Distilled water .. .. .	to 10 oz.

Mix the essence and the spirit and with them damp the tragacanth, then add the glycerin and water.

Badulla (24/48).—ALGAE ON PONDS.—For preventing the growth of algae on bathing pools and fish ponds, copper sulphate is generally added at the rate of one part per million. In so small a quantity it is unlikely to be harmful to human beings or fish.

L. W. M. (24/48).—COIN THEFTS.—To trace thefts of money, it is usual to dust the coins lightly with an aniline dye, e.g., violet or magenta.

## Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," May 15, 1883

### The British Pharmacopœia

The proposals made by Professors Redwood, Bentley and Attfield . . . [for the compilation of a new British Pharmacopœia] are naturally of considerable interest to pharmacists as well as to medical men. . . . First, it is intended to alter slightly the nomenclature of chemical salts in accordance with the plan proposed some years ago by Professor Attfield, and adopted in the recent United States Pharmacopœia, so as to harmonise the names of salts with each other and with the later results of chemical investigation. That is, instead of potassæ sulphas, ammoniæ nitras, and so on, we shall in future say potassii sulphas and ammonii nitras . . . In regard to the touchy question of the best method of stating proportions in formulas the Professors have evidently done their best to please everybody. There are reasons for retaining in its ugly simplicity our present unorganised system of weights and measures; there are reasons for abandoning this for the mathematically pretty metric system; but there is no sort of sense or reason in throwing up both of these and adopting, as the Americans in a moment of weakness have done, the German plan of parts by weight entirely.



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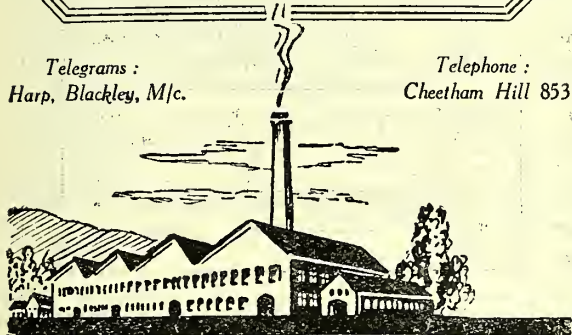
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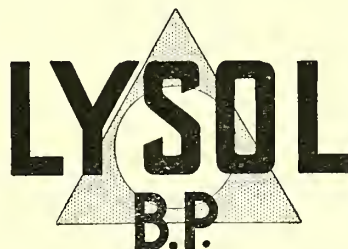


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2 oz. tins, 5/6 per doz. 4 oz. tins, 10/0 per doz.

**Gelabase Pastilles**

In 4 lb. Free Tins.

Assorted Fruits .. ..	1/8 lb.
Black Currant and Glycerine ..	1/8 „
Catarrh .. ..	1/8 „
Cherry, Chest and Lung .. ..	1/8 „
Compound Glycerine of Thymol ..	1/8 „
Glycerine, Honey and Lemon ..	1/8 „
Lemon Squash Cubes .. ..	1/8 „
Licorice and Black Currant .. ..	1/8 „
Lime Juice and Sulphur .. ..	1/8 „
Phosph. Orange Tonic .. ..	1/8 „
Vitamin Malt.. ..	1/8 „

2 oz. tins, 4/6 per doz. 4 oz. tins, 8/0 per doz.

**Carlton Works, Asylum Rd.**  
**LONDON, S.E.15**

**SPIRIT  
REBATE**

RECORD BOOKS  
FOR USE IN  
RECLAIMING.

**LATEST  
REGULATIONS**

**3/-**BRAND **Okasa** TABLETS

THE RECOGNISED LEADING

**HORMONE-GLAND Preparation**

For the Treatment of all NEURASTHENIC DISORDERS  
SILVER FOR MEN — GOLD FOR WOMEN

PRICES: Box containing 35 Tablets - 5/-  
" " 75 " - 10/-  
" " 250 " - 30/-

SOLD ALL OVER THE WORLD  
SHOWCARDS & WINDOW DISPLAYS AVAILABLE

**LEWIS & MELCHIOR, LTD.**

21 Evelyn Ho., 62 Oxford St., W.1 Tel.: Museum 9244

**ARCHANIUM**

RECOGNISED BY MANY  
DOCTORS AS THE

**BEST REMEDY for**

**RHEUMATOID ARTHRITIS,  
OSTEO-ARTHRITIS, LUMBAGO,  
SCIATICA, NEURITIS,  
RHEUMATISM.**

Liberal Terms.

Write for full particulars to:

Distributors: **STAPLETON & SON**, Yew Tree Rd.,  
SOUTHBOROUGH, Kent.

Rep. in Ireland: **R. I. VINT**, 6 Elgin Rd., Dublin



## LOSALL'S SALT

Sells freely and readily. **PAYS 50% ON OUTLAY**  
An infallible remedy for

**GOUT,  
RHEUMATISM,  
ECZEMA  
and SKIN  
AFFECTIONS.**



### P.A.T.A.

4 oz. tins 1/-  
8/- doz. net  
8 oz. tins 1/9  
14/- doz. net  
Bottles 2/-  
16/- doz. net

Attractive advertising matter supplied on application  
**SOLD EVERYWHERE**

*Manufactured by*

**LOFTHOUSE & SALTMER, Ltd.**  
**HULL**

## QUICK BUSINESS!

With Quality plus Quantity, and extensive advertising we have, IN A FEW WEEKS, secured a big share of the Tooth-paste demand for

## MACKIE'S MAGNESIA

A Complete Antacid Treatment for the Teeth.

Large 1/- tube. Yields a good profit.

Write for trade terms:—

**PEROX LTD. 12, CHENIES ST., W.C.1.**

**VISCOSITY**  
is the true quality  
test of

## LIQUID PARAFFIN

Our article answers fully to the requirements of the B.P. 1932.



*Quality  
Counts!*

**FRANCIS F. FOX & CO. LTD**  
BRISTOL AND BIRMINGHAM. Est. over 100 Years

## "NOBBY'S EXTRACT please"



You are sure

to be asked for this!

Are you ready with supplies?

THE ADVERTISING CAMPAIGN  
WILL COMMENCE NEXT MONTH

### NOBBY'S EXTRACT OF BARLEY, MALT & HOPS FOR EASY HOME BREWING

12 oz. tin makes 12 pints, price 1/-

32 oz. tin makes 32 pints, price 2/6

LIGHT for brewing Beer. DARK for Stout.

Once a customer buys this line he will buy it again and again. Write now for the generous trade terms. No licence needed to sell this line.

## NOBBY'S PRODUCTS LTD

County Buildings, 4 Cannon St. Manchester





# JONES *for* METHYLATED SPIRIT

ALL STRENGTHS IN STOCK  
PROMPT DELIVERIES IN CASKS,  
DRUMS OR TANK LORRY

Send your enquiries to

**JONES & CO. (METHYLATORS) Ltd., Bow, London, E.3.**

Telegrams: "Methspirit, London."

Telephone: Advance 3210 (2 lines)

BEE-HIVE

TRADE



MARK

REGISTERED FOR OUR  
WELL-KNOWN BRANDS  
OF CERESINE WAXES.

# CERESINE WAX

WHITE BLEACHED CARNAUBA WAX VARIOUS GRADES  
AND RESIDUE  
BEESWAX WHITE, YELLOW AND COMPOSITION PARAFFIN WAX ALL MELTING POINTS  
OZOKERITE WAX ALL GRADES

**POTH, HILLE & CO., LTD.,**

6 Lloyd's Avenue, London, E.C.3.

Works at  
Stratford, E.



**FOR CHILDREN, INVALIDS, AGED, AND  
NURSING AND EXPECTANT MOTHERS**

*Supplies are obtainable from the following wholesalers:*

James Woolley, Sons & Co., Ltd., Manchester; Oldfield, Pattinson & Co., Ltd., Manchester; D. Mawdesley & Co., Manchester; Charles F. Thackray, Leeds; Hirst, Brooke & Hirst, Ltd., Leeds; Brook, Parker & Co., Ltd., Bradford, Yorks; Raines & Co., York; R. Sumner & Co., Ltd., Liverpool; John Thompson, Ltd., Liverpool; Evans, Sons, Leascher & Webb, Ltd., Liverpool; May, Roberts & Co., Ltd., London & Liverpool; Francis Newbery & Sons, Ltd., London & Liverpool; W. Edwards & Sons, London; Butler & Crispe, Ltd., London; Sangers, Ltd., London; Smith & Sons, Ltd., Norwich; Clarke, Nettleship & Bailey, Ltd., Leicester; H. T. Morley, Ltd., Stockport; Potts Infants' Friend, Ltd., Nottingham; W. E. Parish & Co., Belfast; Stenham & Sons, Maidstone (Kent).

*Or direct from the manufacturers,*

**ANVER'S FOOD CO., Sunshine Works,  
Ward Street, MANCHESTER, 3**

**PHOSPHATE OF SODA, Pure**

For Food Purposes

ASK FOR SAMPLE AND PRICES

**PERRY & HOPE, LTD.**

Forth and Clyde Chemical Works, NITSHILL

Telephone: Giffnock 414 (2 lines).

Telegrams: "Perryope, Nitshill."

Para and ORTHOTOLUOLSULPHONAMIDE

Para and Orthotoluolsulphochloride

Chloramine — SACCHARINE

SAVANIL, LYONS (France)

# PURE ORANGE WINE

## A. MILLAR & CO., LTD., DUBLIN

(VINUM AURANTII B.P. 1914.) Prepared in strict accordance with the Formula of the British Pharmacopœia.

(Wholesale only.)

Samples from Head Office, Thomas Street, DUBLIN, or London Office, 74 Great Tower Street, LONDON, E.C.3.

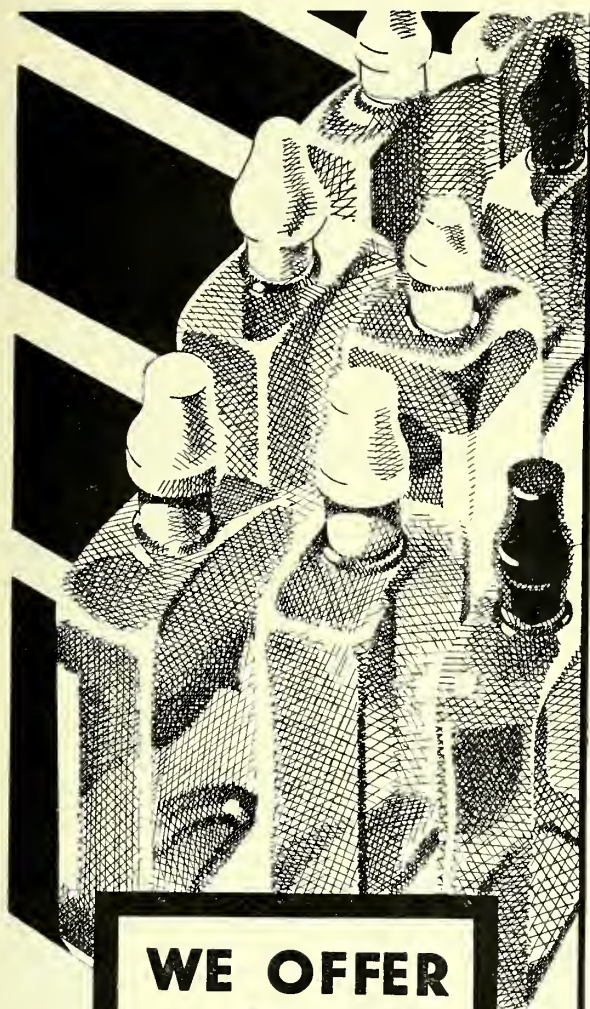
# BESORBON

(Dr. Hill's Formula)

MEDICINAL SNUFF. ABSOLUTELY THE  
FINEST REMEDY FOR CATARRH AND  
COLD IN THE HEAD.

**Richard Dickeson & Co.** (Incorporated with Reynolds, Sons & Co., Ltd.)  
57-59 CHARTERHOUSE STREET, LONDON, E.C.1





## WE OFFER A BOTTLE CAPPING

GIVING THE FOLLOWING  
ADVANTAGES :

SPEED OF OPERATION—  
PERFECTION OF FINISH  
—MINIMUM WASTE  
IN STANDARD COLOURS  
—BLACK, RED, WHITE or  
BLUE. Special colours and  
shades to order.

### PRICE

12/- to 15/- per gallon  
according to quantity.

*May we give you the pleasure of testing it?*

*Write for Sample C.S.1 to :*

## DOPE DEPARTMENT

British Celanese Limited, Celanese House,  
Hanover Square, London, W.1



The above photograph shows the  
centre piece of the ENO 1933 set  
of display material. This set,  
beautifully printed in colours on  
a gold background, will greatly  
enhance your window as well as  
help you increase your sales of ENO.

If you have not yet received a set  
please send a postcard to :

J. C. ENO LTD.  
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# ENO'S 'FRUIT SALT'





# SOL-VO

REGD.

## TOILET PAPER

PURE · SOFT · HYGIENIC  
(Completely Wrapped)

### SELLING AIDS.

A display Showcard and "Personal Hygiene" leaflets with every order.

750 perforations to every roll.

No dirty edges, completely wrapped and sealed.

3 Doz. @ 6/- Doz. 6 Doz. @ 5/9 Doz. 12 Doz. @ 5/3 Doz.

CARRIAGE PAID-NET.



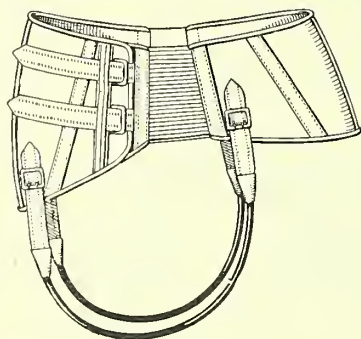
## FORD, SHAPLAND & CO. LTD.

PRINTERS & WHOLESALE STATIONERS,

GREAT TURNSTILE, HIGH HOLBORN, LONDON, W.C.1

Telephone: HOLBORN 4695.

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PRICE — LOW  
QUALITY — HIGH

Write for illustrated catalogue and price list.

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MAKERS OF SURGICAL APPLIANCES OF QUALITY

CROWN ROAD WORKS, TWICKENHAM, MDDX.

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## SOUTHALLS

The "ORIGINAL" and Most Popular

The "K." All wool in knitted cover, very soft

The "CELTEX." Made of Cellulose for easy disposal.

From your Wholesale House, please.

## SANITARY TOWELS

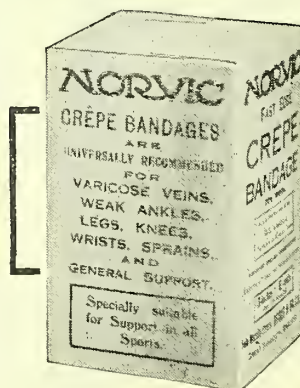
### INCREASE YOUR SALES

Small window or counter display will bring profitable results. A P.A.T.A. line with full 33 1/3% profit.

From the leading wholesalers

Sole manufacturers:

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WITH  
**NORVIC**  
Regd.  
CRÊPE BANDAGES



# The VACCA

## LOK-NEK

(PATENT No. 374495)

**STRENGTH - ENDURANCE -  
RELIABILITY - ATTRACTION**

A better seamless moulded hot-water bottle designed to give the retailer a safe protected profit margin free from price-cutting. Maintained selling price 2/11d.

**P. B. COW & Co. Ltd.,**  
STREATHAM COMMON :: S.W. 16



# SPRING

BRINGS THE DEMAND  
FOR



Aided by our advertising in  
Newspapers, Trams, Railway  
Bills, etc.

**REPLENISH YOUR STOCK  
NOW**

Should you have any stock old or  
soiled return direct to us and we  
will replace, and for advertising  
matter also send direct to:—

**HOBSON, TRIMBLE  
& CO. LTD.**  
LEEDS, 2

**Best sellers**  
The  
public is asking  
for **ZEAL**  
**CLINICAL  
THERMOMETERS**  
because they are:—  
**GUARANTEED TO  
STAY ACCURATE  
CONSISTENTLY  
ADVERTISED**

*Made by*  
**ZEAL**  
*—the name the  
public knows.*

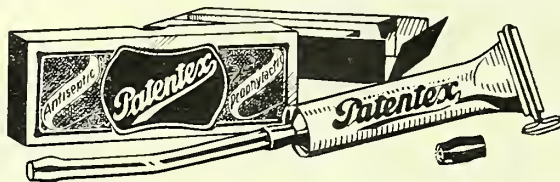
**G. H. ZEAL, LTD.,**  
75 & 77, St. John St., London, E.C.1.



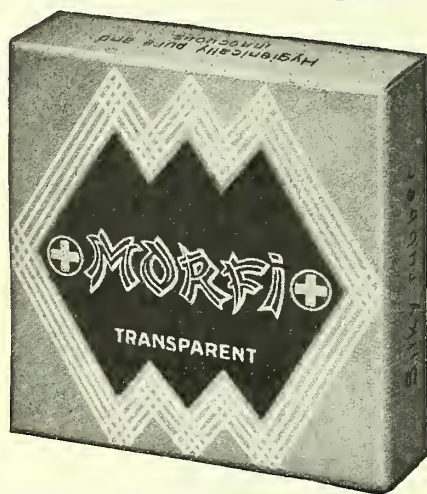
## 25 Years of Experience and Success

have proved that Patentex is a most hygienic, safe and æsthetical contraceptive. Recommended by medical authorities.

Non-greasy  
disinfectant  
Deodorizing  
Curative and  
beneficial.



Most simple  
application.  
Excellent  
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Literature.



*Ask for free leaflets and 1933 Price List*

Ensure satisfied  
Customers and  
good profits by  
stocking

**KAYDOR  
QUALITY  
PRODUCTS**

**KAYDOR Ltd.**  
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## “SURCO”

RELIABLE  
**ELASTIC HOSIERY**  
SEAMED & SEAMLESS

For special garments to  
measure we maintain a 24  
hour service.

:: BODY BELTS ::  
TRUSSES :: SUNDRIES

*Write for Catalogue.*

**SURGICAL HOSIERY CO., LTD.**  
Russell Street :: NOTTINGHAM

Telephone No.: 75903.

Telegrams: SURGICAL, NOTTM.

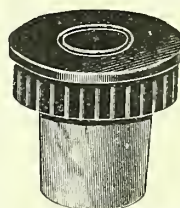
WE SUPPLY  
**DECORATED TINS**  
FOR PACKING  
**OINTMENTS**  
AND OTHER PRODUCTS.

*SAMPLES AND PRICES UPON REQUEST.*

**THE CALDICOT TIN STAMPING WORKS LTD.**  
CALDICOT, Nr. CHEPSTOW, Mon.

## STOPPERS

AND BAKELITE SCREW CAPS



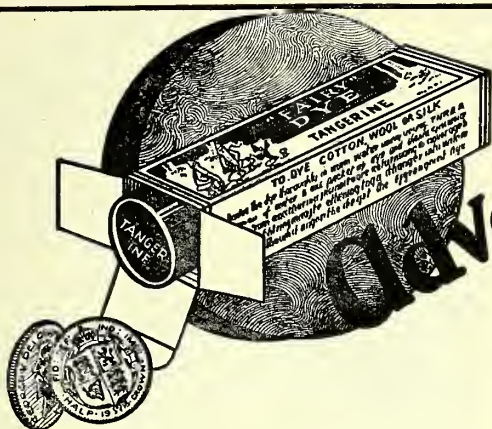
*200 Varieties  
Any Colour.*

A suitable Composition Stopper will enhance the selling value of your package. Let us fit your Bottles and quote you.



**T. WEBSTER & Co., Ltd.** Telephone: Mountview 0952  
Diamine House, Middle Lane, Hornsey, LONDON, N.8





**advertised goods  
yield quick  
profits**

## FAIRY DYES

are big sellers—always in popular demand. They mean quick turnover and liberal profits. Fairy Dyes are forging steadily ahead and you should periodically inspect your stocks.

Retailed at 2d. per tube—attractively packed. 31 shades and colours.

Be wise—stock

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***Fairy Dyes***

FAIRY DYES, LTD., GLASGOW, N.W.

# 6 FAVOURITE SANITARY TOWELS 6

The original 6d. packet Brand is now indisputably world famous. Its ever-increasing popularity has enabled us to include an additional Towel.

*Towel Makers for 80 years*

**ARTHUR BERTON, LTD.**

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## ORDER YOUR SUPPLIES OF STANDARD FILMS

(FOREIGN)

THE SIX EXPOSURE

**1/- SPOOL 1/-**

**AT ONCE**

LARGE STOCKS AVAILABLE FROM

**"NEWBERYS"**

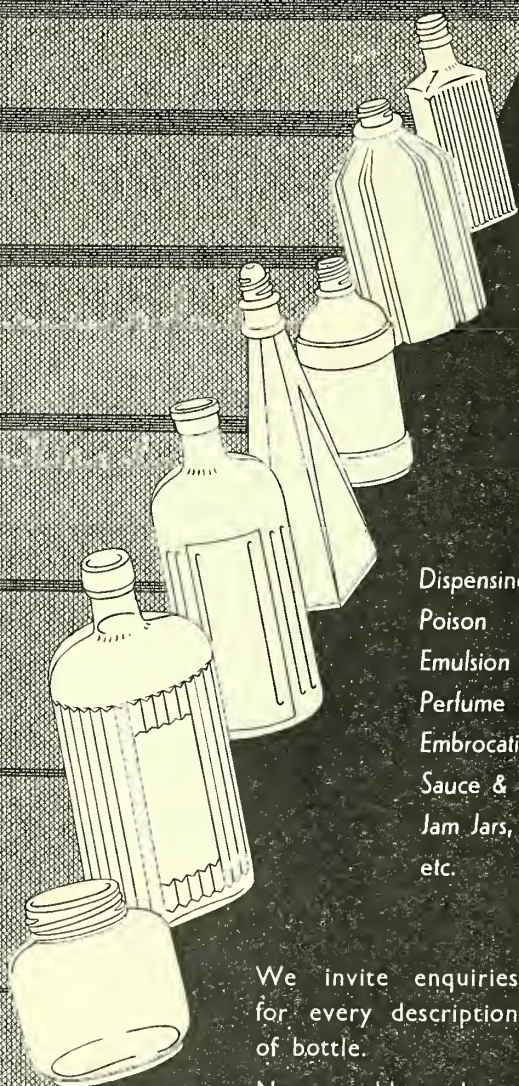
LONDON

CARDIFF

AND

LIVERPOOL





Dispensing  
Poison  
Emulsion  
Perfume  
Embrocation  
Sauce &  
Jam Jars,  
etc.

We invite enquiries  
for every description  
of bottle.

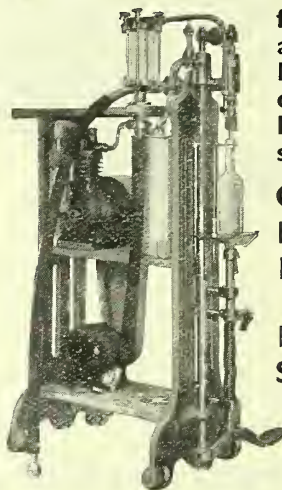
New moulds, made to  
any specification.

WHOLESALE ENQUIRIES ONLY

**LAX and  
SHAW**

Albert Glass Works, Hunslet, Leeds

## ROBERTS' PATENT "LEO" VACUUM FILLER



for Glass, Stone,  
and Tin Bottles.  
Fills all sizes from  
drachm to quart—  
long, short or  
sprinkler neck.

Clean and Rapid  
No Over Filling  
Broken Bottles  
Rejected  
Easy to Clean  
Self Rinsing

WRITE FOR  
PARTICULARS

### Roberts' Patent Filling Machine Co.

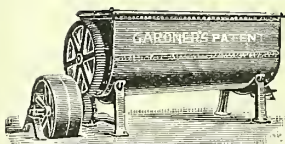
T. ROBERTS, Proprietor,

33 Roundcroft Street, Bolton, Lancashire

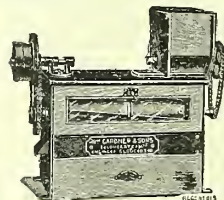
Makers of every description of Bottle Filling and Shallow  
Jar and Tin Filling Machine for the Chemists' use.

ALL RIGHTS RESERVED

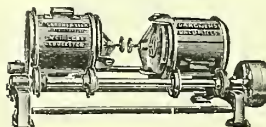
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Patent "Rapid" Mixer.



Patent "Rapid" Sifter.



Gardner Ball Crushing Mill.

for Chemical purposes  
must be rapid, super-  
fine, of laboratory ac-  
curacy, and absolutely  
consistent.

Gardner machines  
perform all these  
operations in the most  
efficient way.

They are economical  
and efficient; a high  
standard is maintained  
in the quality and  
quantity of their out-  
put.

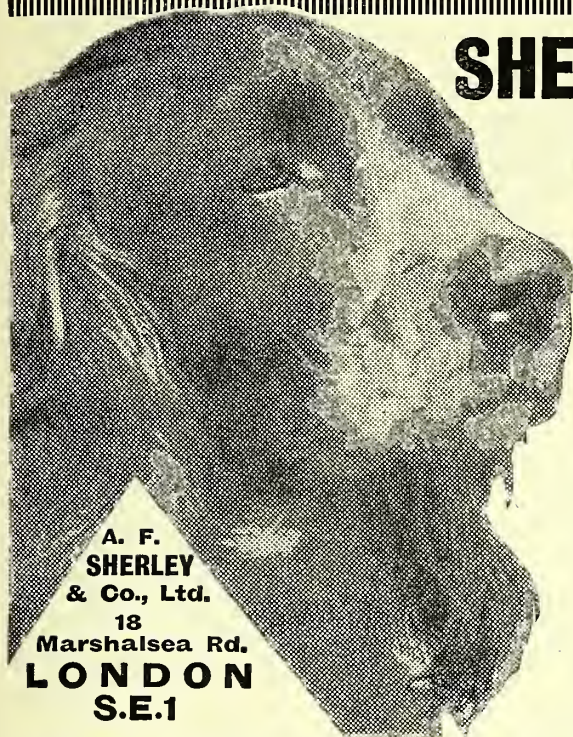
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all Gardner plants from

**WM. GARDNER  
& SONS (Gloucester)  
LTD.**

BRISTOL ROAD, GLOUCESTER

Telephone: 2288 (2 lines).  
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London Office: 19 Gray's Inn Chambers,  
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A. F.  
**SHERLEY**  
& Co., Ltd.  
18  
Marshalsea Rd.  
**LONDON**  
**S.E.1**

## SHERLEY'S MEDICINES

**ARE**  
**The Best to Make Me Well**  
**AND**  
**The Best for You To Sell**

**S**HERLEY'S Dog and Cat Medicines are renowned for their Purity, Safety, and Efficacy, and each product can be thoroughly relied upon for the purpose for which it is intended.

This Reputation, in conjunction with the forceful and extensive Advertising Campaign which is always in operation, makes Sherley's the best-selling Dog and Cat Specialities. You can stock and display them with confidence, for every sale will bring satisfaction and mean further and increased business for you.

Trade Profits are generous and all Sherley lines are supplied on terms which eliminate all risk of loss. Send a Postcard to-day for Full Particulars, Special Quantity and Window Display Terms, Show Material, etc.

## SHERLEY'S DOG & CAT FOODS & MEDICINES

### A SIMPLE CHECK TILL

still meets the requirements of many traders. Over 100,000 Gledhill Auto-graph Tills are in use! They have proved to be the cheapest and the best. Follow the lead of this large number of retailers and send for catalogue.

Cash Till Rolls of various rulings for all makes of Tills.



**GLEDHILL'S 16, TRINITY WORKS**  
**HALIFAX ENG.**

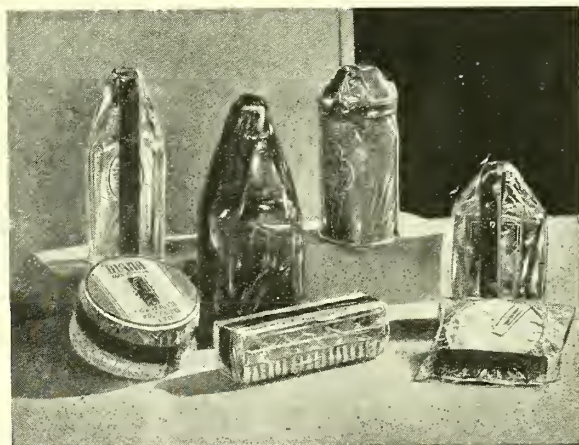
## BATTLE'S VERMIN KILLER

Of all Patent Medicine Houses at 3/-, 5/- and 9/- per dozen.

In packets at 5d., 9d. and 1/3 each. (P.A.T.A.)

The sure destructive agent which may be confidently recommended by Chemists for quick clearance of rats and mice. (Users' testimonials on request.)

Prepared only by  
**J. C. M. BATTLE, Ph.C., LINCOLN**



### GLOSSY SELF-ADHESIVE SEALING TAPE • for use with Transparent wrappings

There has always been great difficulty in sealing transparent wrappings, considerably restricting the use of this material. But now comes this Glossy Self-Adhesive Sealing Tape which, applied in an instant without moisture or heat, effectively seals such packages. Write for colour card and prices to :

• **SAMUEL JONES**  **& COMPANY, LTD.**  
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# OUR SIDE AND YOURS THE 'ASPRO' SALES POLICY



Two factors operate to produce for you the maximum 'ASPRO' sales. One is the 'ASPRO' advertising to the public which is carried on by the largest newspaper campaign of its kind in the world, backed up by periodic distribution of broadsheets and booklets into almost every home in the country. The other is the vast window display service available for all chemists. When you show an 'ASPRO' window display you definitely connect up with this huge advertising campaign. You obtain direct benefit in greater 'ASPRO' sales and additional benefit from the sale of other goods which you can sell to customers who come into your shop for 'ASPRO'. It definitely pays to show 'ASPRO' display matter in your windows continuously. Frequent changes are available so it does not get out of date. You can also increase your sales by utilising the 'ASPRO' advertising bag and envelope service. You make a definite saving, too. The prices are given below. Then there is the 'ASPRO' bonus which is equivalent to 17 per cent. extra profit if you buy 'ASPRO' on bonus terms. Why not order a bonus parcel through your wholesaler to-day and write us for an 'ASPRO' window show and a supply of bags or envelopes so as to obtain the maximum benefits from the large amount of 'ASPRO' sales that are about.



OUR SIDE, THE ADVERTISING SIDE, IS ALWAYS IN OPERATION, YOUR SIDE, THE DISPLAY SIDE, COMES INTO OPERATION WHEN YOU PUT IN AN 'ASPRO' WINDOW SHOW. THESE TWO FACTORS WORKING TOGETHER BRING INCREASED SALES ACTIVITY.

## PRICES FOR 'ASPRO' PAPER BAGS AND ENVELOPES

Kristal Envelopes	-	-	2/6 per 1,000	} Cash with Order
Greaseproof 2oz. Bags	-	-	1/- per 1,000	
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Agents:

GOLLIN & CO. PTY., LTD.  
(‘Aspro’ Dept.) SLOUGH, Bucks.

Telephone: SLOUGH 608

‘ASPRO’ consists of the purest Acetylsalicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Made by ASPRO LTD., Slough, ENGLAND

No proprietary right is claimed in the method of manufacture or the formula.

**ASPRO**  
REG. TRADE MARK



# An attractive line!

## & VERY QUICK SELLING



**3** ITEMS WHICH ARE ENSURING A VERY BRISK DEMAND FOR THESE EFFECTIVE CORN RELIEVING CAPS . . . .

- 1 THE NEAT VEST-POCKET BOX.
- 2 ATTRACTIVE SHOW MATERIAL.
- 3 THE EXTENDED ADVERTISING IN NATIONAL NEWSPAPERS THAT MATTER

### INCREASED PROFITS!

#### RETAIL PRICE

per Carton of  
1 dozen Boxes **9 - 0**

#### TRADE PRICE

(reduced from 6/-) **5 - 0**

**PROFIT per doz. 4 - 0**

**D**URING last month the sales of Peter Pan Corn Caps were greater than ever before. The public know that perfect foot comfort is worth much more than nine-pence. They know that in Peter Pan they have found at last the "corn"-queror of long-standing, stubborn and painful corns. We ask you to stock them and display them—Our extensively planned advertising will sell them for you!

## PETER PAN CORN CAPS

ensure foot comfort for your customers and means easy profit for you. Link up now.

● **DON'T HESITATE! SEND YOUR ORDER NOW!**  
*Your next customer may enquire for them and you cannot afford to let your competitor have these new and profitable customers entirely to himself.*

To Messrs. A. de St. Dalmas & Co., Ltd.,  
Wholesale Chemists, Leicester.

### ORDER FORM

Please send me.....Cartons of Peter Pan Corn Caps.  
Invoice me at 5/- per Carton (1 doz. boxes to Carton).

Name.....

Address.....

ENCLOSE SHOWCARD. ....

C. & D.

# A. de St. DALMAS & Co. Ltd

## LEICESTER

ALSO AT

DUBLIN, LONDON, LEEDS & BRADFORD

TELEPHONE: LEICESTER 58246 | TELEGRAMS: "ST. DALMAS" LEICESTER



# free-running granules a distinctive packing steady sales

SALINAX is undoubtedly the right saline for the up-to-date pharmacy. If you are not familiar with the product we ask you to apply for a sample for your personal trial, together with particulars of the generous display terms.

## P.A.T.A. PRICES (Home Trade)

Retail 1/3 each. Wholesale 10/- per doz.

„ 2/3 „ „ 18/- „ „

NOTE—The sale of Salinax is restricted to Pharmacists.

# Salinax

THE  
MODERN SALINE

THE BRITISH DRUG HOUSES LTD, LONDON. N.1





# The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

MAY 13,  
1933

28 ESSEX STREET, LONDON, W.C.2

## ADVERTISEMENT TARIFF

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

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56 LUDGATE HILL, E.C.4

ESTABLISHED 1846

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We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

1.—N.W. SUBURB.—Good Middle-class Retail and Dispensing Business, with increasing turnover, last year being approximately £2,500; gross profit 40 per cent.; double-fronted shop, well fitted and stocked; rent £150; held on lease; terms, value of stock and fixtures plus an agreed sum for goodwill, or lump sum offer considered; total purchase price would be in the neighbourhood of £1,750.

2.—WINCHMORE HILL (Near).—Good Middle-class Retail and Dispensing Business in good position in main road; returns approximately £2,500 for current year, of which sum about £100 is from Optical; scope for increase; chartered accountant's figures; stock and fixtures worth about £1,400; net rent about £85 per annum; held on lease; price £2,200, or valuation terms entertained.

3.—ESSEX (Good-class Suburb).—General Retail Business, with Kodak Agency and N.H.I. Dispensing; returns last year under management exceeded £1,600, with gross profit 34 per cent.; scope for increase under personal supervision; attractive shop situated in pleasant surroundings; new lease will be granted or property can be purchased; fixtures worth about £300; vendor will reduce stock if required; offers invited.

4.—HERTS (Suburban).—Good-class Retail and Dispensing Business, conducted under management since establishment; bold corner position in main road; returns about £120 per month at good prices; stock worth about £600; rent £100; lease 17½ years unexpired; terms, value of stock and fixtures plus £100 for goodwill; further particulars to genuine purchasers.

5.—LEWISHAM (Near).—Light Cash Retail Business, with Kodak Agency; returns last year £1,250 approximately, with net profit £300; double-fronted shop, well fitted and stocked; six-roomed house, with bathroom and extensive basement; rent £110; held on lease; price £200 for goodwill plus stock and fixtures at valuation, or lump sum offer would be considered.

6.—NORTH LONDON.—Good Working-class Cash Business, with Kodak Agency; good N.H.I.; very easily worked; returns last year £1,200, under management, with gross profit £527; double-fronted shop in semi-main road; house contains four rooms, bathroom and private entrance; small garden; rent £80; long lease; price £500, or valuation of stock and fixtures and small sum for goodwill.

7.—OLD KENT ROAD.—Medium and Working-class Business in main road, returning under management last year over £2,000;

N.H.I. about £200; gross profit last year £724; double-fronted shop, well fitted and stocked; rent, after deducting sublet, £85 per annum; new lease will be granted; price £1,150, of which sum £725 is represented by stock and fixtures; trial if so desired.

8.—CROYDON.—Cash Retail Business in main road; double-fronted shop; returns last year £1,841, with net profit £538; modern shop; large house; stock and fixtures worth about £1,100; rent £100; lease 16 years; rates £22 10s.; price £1,450, which represents less than one year's net profit for the goodwill.

9.—GOOD-CLASS Retail Business in Southern Health Resort; returns last year £2,450; this year shows an increase; attractive modern double-fronted shop, with good living accommodation over; rent £125 per annum, or property may be purchased; vendor estimates stock and fixtures to be worth £1,400; price, valuation of stock and fixtures plus an agreed sum for goodwill.

10.—WEST WALES.—General Retail and Dispensing Business, with Vines and Grain; very old established; returns last year £3,400; premises comprise three adjoining shops, good living accommodation, with bathroom and garage; vendor owns part of property and wishes to sell same; the purchase price of the business would be in the neighbourhood of £1,500, which roughly represents the value of stock and fixtures; further details on application.

11.—WEST COUNTRY (Market Town).—Family Retail Business, with Kodak Agency; returns last year £2,130; about 10 per cent. from Optical; audited accounts; rent of shop £50 per annum; in addition there is a very nice house, with garden, at rent of £40 per annum; shop premises can be purchased for £650; price £1,475, or valuation of stock plus an agreed figure for goodwill and fixtures.

12.—NOTTINGHAM.—General Retail Business situated in busy spot; returns for February £150; very much neglected; rent £140; stock and fixtures worth about £900; scope under energetic management; price £900, or valuation terms entertained.

13.—KENT.—Country Retail and Dispensing Business, with N.H.I. and Kodak Agency; returns last year £2,360, with gross profit approaching £800; six-roomed house, with private entrance; rent £35 per annum; held on lease; property can be purchased; price of business £1,500; this business is known to us and is worth investigation.

## Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

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Chemists, Dispensing and Photographic

ESTABLISHED  
1870

1.—HERTS.—Good middle-class Cash Business, in good position; returns over £1,500, showing steady increase; net profit about £400; books audited; rent £60, long lease; attractive modern Pharmacy, fully stocked; price £1,200 cash, or valuation terms arranged.

2.—NOTTS.—Old-established Business, mixed class trade; returns about £1,700, increasing; has been neglected; corner position; no house; stock and fixtures worth price asked, £900.

3.—SOUTHAMPTON (near).—Old-established Business, run as branch; returns between £11 and £15 weekly; plenty of scope; lock-up shop; rent only £36; stock worth approximately £350; for immediate sale £300 or nearest offer will be accepted.

4.—EAST COAST.—Sound Cash Business, in good position; returns about £800, scope for increase; good house and double-fronted shop; own property; lease granted; price £255 cash lowest.

5.—SURREY (Suburb).—Light Cash Retail, with good Photographic trade and N.H.I., in centre of large estate; returns nearly £1,550, net profit £395; house attached; large well-fitted shop; good stock; offers invited.

6.—EASTERN COUNTY.—Sound Light Cash Retail, in populous part of large town; returns last year £1,553; low expenses, easily worked; lock-up shop, neatly fitted and well stocked; price £800.

7.—COVENTRY.—Working-class Cash Retail; returns over £1,000, increasing; modern attractive shop with house attached; stock and fixtures worth £300; price £450 or near offer.

8.—SOUTH COAST.—Good-class Dispensing and Photographic Business, pleasantly situated on sea front; returns average £1,200; no immediate opposition; nice house and garden; own freehold for sale with Business; £1,000 mortgage arranged on freehold.

9.—HARROW.—Good-class Business; present returns about £1,600; neglected through illness and death of owner; plenty of scope; handsome Pharmacy, with good house; stock and fixtures worth £1,000; price £1,150 or offer.

10.—NORTH LONDON.—Good working-class Cash Business; N.H.I. £180 a year; returns last year £1,220, under manager; scope for increase; double-fronted shop with house attached; long lease; price £500.

## BUSINESSES WANTED.

We have a large number of genuine cash buyers seeking sound concerns from £700 up to £4,000, and invite correspondence from intending vendors, as we are able to effect quick sales with the utmost privacy. We also require three or four good class businesses returning from £4,000 to £10,000 a year, private clients waiting with cash available, and prepared to take over immediately.

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## MISCELLANEOUS.

**A** BIG BARGAIN.—6 ft. All-glass Counter, with glass shelf, parquetry bottom, £9 10s. Second-hand Screen Case, with glass shelf. £4. 10-ft. Glass-fronted Counter, £13. Counter Drawers, Drug Fittings, &c. Write requirements PHILIP JOSEPHS & SONS, LTD., 90/92 St. John Street, Clerkenwell, E.C.1. Phone: Clerkenwell 2191.

**A** COMPLETE Pharmacy, £45: Drug Fixture, fitted with Drawers, Glass Knobs and Labels; Mahogany Wall Case, with Glazed Doors throughout; Mahogany Counter, with Showcase Front; Nest of Drawers, Shelving, Dispensing Screen and Work Bench; Silent Salesman, Glass Showcases, Mirror, Cash Till. Please call or send your requirements to RUDDUCK & CO., 219-227 Old Street, London, E.C.1.

**C**HEMISTS' FITTINGS, direct from manufacturer; soundly constructed in oak and mahogany; 8 ft. Drug Run, £18; 6 ft. Dispensing Screen, £14; 6 ft. Showcase Fronted Counter, £8 5s.; 6 ft. Wall Case, £11; 6 ft. Glass Counter, £8 15s.; Counter Case, 30 x 24 x 18, £2 5s., &c. Send now for photographs, or call and inspect. MYERS, Complete Chemist Fitters, 134a, Kingsland Road, E.2, near Shoreditch Church. Bishopsgate 2524.

**F**OR SALE.—Small Plastic Mixer and 6 x 12 in. Triple Roller Mill, with granite rolls. Write 220/881, Office of this Paper.

**F**OR SALE.—Laboratory-size Disintegrator on stand, in really good working order. Write 220/882, Office of this Paper.

**F**OR SALE.—"U"-shaped Drying and Mixing Machine; central discharge. Write 220/883, Office of this Paper.

**F**OR SALE.—Small Breaking or Kibbling Mill, with rolls 5 x 5 in., and Edge Runner Mill. Write 220/884, Office of this Paper.

**F**OR SALE.—Jacketed Copper Boiling Pan, with tipping action, tested; also Johnson Filter Press, with plates 15 in. diameter. Write 220/885, Office of this Paper.

**F**OR SALE.—Vertical Whisking Machine, 10-15 gallon, for power drive; "Express" Rotary Tablet Machine, fitted 2 in. Punches, power drive; and Colton Tablet Machine No. 4, geared for tablets to 1 in. diameter. WANTED.—Stokes or Wilkinson Rotary Tablet Machine, and No. 3B Colton Tablet Machine. Harris & Son, Montague Road, Hounslow, Middlesex.

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**S**PEEDY and efficient service, backed by over twenty years' experience in every class of business. Most reasonable and inclusive fee. Advice free. Write to A. B. SLACK, 721 Princess Road, West Didsbury, Manchester.

**S**URGICAL Instrument Manufacturer retiring from business wishes to dispose of entire stock-in-trade for cash. Apply BM/RWFF, London, W.C.1.

**W**ANTED.—Sifter and Mixer for dry powders, with pulleys for power. Give particulars and lowest price. 220/886, Office of this Paper.

**W**e can supply the Raw Material and an easy and simple process for the Manufacture of Saccharine. Write 220/857, Office of this Paper.

**£60** for Set of Well-made Second-hand Mahogany Fittings, in good condition, comprising 8 ft. 6 in. Drug Fitting, upper part showcase and shelves, lower part 16 drawers, cupboards and lockers; 7 ft. 3 in. Glass-fronted Counter; 3 ft. 10 in. Mirror-back Wall Case, glass shelves; 6 ft. Dispensing Screen. We hold an immense stock of Second-hand Chemists' Fittings of every description at exceptionally keen prices. F. MAUND & E. BERG (SHOWCASES), LTD., 175/9 and 336 Old Street, E.C.1.

**£2**—COMPLETE CHEMIST FITTINGS at any price you wish to pay. We have erected in our showroom a Complete Chemist Shop with Metal Shop Front, Window Backs, Correct Window Lighting Signs and Modern Interior Fittings. Apply for Lists. D. MATTHEWS & SON, LTD., "The Liverpool Shop Fitters," 14 and 16 Manchester Street, Liverpool. Est. 1848.

## FOR SALE.

**C**ASH Register, National make; suit chemist; bargain; for quick sale. Write R. Langford, 88 Sandilands Road, Fulham, S.W.

## EXCHANGE COLUMN

### FOR DISPOSAL

**B**ENT Glass Case, length 7 ft. 6 in., 14½ in. wide, front openings (3), display top riser, suitable counter or side fitting, £2 10s. Mellins, Chemists, Eltham, S.E.9.

**300** GALLONS Halfwhite Oil 1s. 6d.; 26 lbs. Terpeneless Peppermint 6s.; 20 gross 1½ oz. White Panels 7s. Bakers, Oldhill Street, N.16.

### WANTED

**F**ILM Machine, shilling, 3½ in. by 2½ in., perfect and very cheap. Lords, Chemists, Gorton, Manchester.  
**I**NE Reflex and Focal Plane Cameras, ½-plate Sandersons, Unas and Stand Cameras; no roll film cameras or folding plate cameras required; stocks of apparatus considered and good prices offered. Wallace Heaton, 119 New Bond Street, W.1.

## SECOND-HAND Tablet Machines

wanted, urgent, for cash. Dees,  
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There once was a chemist of Norwich,  
Who'd sell, but he hadn't the courage,  
Until one lucky day,  
When a friend led the way,  
Through the City, up Ludgate to  
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 Personal and prompt attention to all Stocktakings and Valuations.  
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*Enquiries Solicited.*

## BUSINESSES FOR DISPOSAL.

**BIRMINGHAM** Suburb, middle-class Business, with good N.H.I. doing £1,200 per annum and increasing; modern well-fitted Corner Shop, small house attached; low rent on lease; heavily stocked; profit £400, after paying all expenses; genuine reason for sale; this is a sound business and a bargain at £775 for quick sale. Apply 425/16, Office of this Paper.

**BOURNEMOUTH** (Coast near), Chemists (including N.H.I.); fast growing district with large population and no opposition; neglected under management; great chance for personal proprietor; healthy spot, nice house; urgent reasons for sale; £300 all at (new fittings and stock worth the money). Primmer, 10 Queen's Grove, Parkstone.

**BUCKS.**—Well-stocked lock-up Drug Stores for disposal, health reasons; nearest offer to £150 for stock and fixtures; splendid opening for Qualified man. 423/10, Office of this Paper.

**CHESHIRE.**—Drug Store, Kodak, Selo, Ensign authorised dealers; sales average £10 weekly; no dispensing done at present; fresh stock, fittings, &c.; £180 lot; house, 2 entertaining, 3 bed, bath, scullery, washhouse, garden, &c., £570; mortgage can be arranged; no opposition; splendid opportunity. 423/13, Office of this Paper.

**EASTERN COUNTY.**—Old-established Pharmacy for Sale; splendid position in busy agricultural town; low rent, long lease; good living accommodation; returns over £1,000 per annum; Wine Licence and Kodak Agency; modern fittings and well stocked; price asked £950; replies treated in confidence. 424/3, Office of this Paper.

**LONDON, S.E.**—Main road, leasehold property and Retail Business for disposal, Drug Store and residence; takings last year £950, now £16 to £17 under female management; price for property and business, including new shop front and all fittings, £500; stock optional, £250. 423/16, Office of this Paper.

**LONDON (N.W. Suburb).** Dispensing and Photographic Business; lock-up; nicely fitted; well stocked; no fear opposition; thickly populated district; heavy Insurance Dispensing; unlimited scope for Qualified Lady or Gentleman, run single-handed; takings under lady management, £14 week exclusive insurance; owner could easily increase; rent 35s. week inclusive; fair trial and every assistance given enterprising buyer; price £400 all. 425/20, Office of this Paper.

**MIDDLESEX.**—Chemist's Business for Sale; Light Retail, N.H.I. Dispensing and Photographic; net profit £200 per annum; very low rent on lease; suit semi-retired or beginner; good living accommodation; working-class district, 12 miles from City; price £300 (value stock and fixtures only) or near offer. "Carolus," 424/14, Office of this Paper.

**MIDDLESEX.**—Good-class well-established Chemist and Optician's Business; splendid position in main road; Kodak Agency; no near multiple store competition; living accommodation, with good garden, at present sub-let 30s. weekly; N.H.I. about 200 a month, January over 400; rent £135 per annum, lease 8 years; returns last financial year £1,400; price £1,400 or close offer; bank reference required. 425/6, Office of this Paper.

**NEAR SOUTHERN SEASIDE RESORT.**—Chemist's Business for Sale; takings average £14-£15 weekly for two years; at present under management; scope for increase under personal supervision; double-fronted shop, with flat over let off at 25s. 6d. per week; rent £78 per annum; rates £19; price £440, or near offer; bank reference required. 424/2, Office of this Paper.

**NORTH LONDON** (growing suburb).—Very Smart Double-fronted Shop, room for Optics; flat over; long lease at reasonable rent; present takings £1,600 under management; price £900 or offer, stock at valuation. Preston & Partners, 29 Ludgate Hill, E.C.

**SOUTH STAFFORDSHIRE** (residential district, growing); large, well-fitted, well-stocked modern Pharmacy, with garage and central heating installed, on busy main road, opposite Post Office; only one other Chemist within 1½ miles; owner retiring; full details supplied to bona-fide inquirers. 424/23, Office of this Paper.

**S. F. CLARK, F.N.A.A.** 'Phone: Prospect 3366  
**CHEMISTS' VALUER & TRANSFER AGENT**  
 34 Marksbury Avenue, Richmond, Surrey.

Personally undertakes **VALUATIONS** for sale, purchase, probate, partnership, and all purposes, in all parts of the British Isles, upon moderate terms. Interviews arranged to suit pharmacists' convenience.  
*All matters treated confidentially.*

**SOUTH WALES** Industrial, old established; lock-up; no qualified opposition; new lease granted; present rent £70, rates £25; General Retail, N.H.I., Wine-Med., Kodak Agency, &c.; good opening for Optics; returns over £2,200, net profit about £500; stock and fixtures about £850; price £950; would suit company; no triflers. Cymro, 423/36, Office of this Paper.

**SUSSEX.**—Main Brighton-Lewes thoroughfare, centre of big housing estate; no opposition; Photographic-Wireless Accumulator agency; stock; properly fitted; personal weighing machine, scales, &c.; good shop, double-fronted; splendid living accommodation; takings £12-£13 per week by unqualified man; golden opportunity for live Qualified man; quick sale necessary; bereavement only reason for disposal; £425 or near offer (Post Office and Hair-dressing attached). 423/19, Office of this Paper.

**WAKEFIELD** (near).—Unopposed Village Chemist's Business; double-fronted wooden erection, lock-up; good motor round; returns 1932, £1,511; gross profit £528, including 460 N.H.I. average monthly; freehold and business about £500; stock adjusted to suit purchaser. Charles C. Marsden, Chemists' Valuer, 29 Oakwell Crescent, Leeds, 8. Telephone 62890.

**YORKSHIRE, EAST RIDING.**—Business for sale; average returns last nine months £26 weekly; same period previous year £13; bound to increase more; new district; no opposition; house and garden attached; up-to-date fittings; no triflers need apply; the business is genuine; banker's reference; price, inclusive, £1,150. 426/18, Office of this Paper.

**A GENUINE** West End Chemist Business, nicely fitted and well stocked; situated near West End hotels and clubs; good cash trade and Prescribing Business; Kodak Agency; held on lease at moderate rental; would suit keen young Qualified Chemist; cash required about £650 for lease and fixtures; stock at valuation. Write XYZ, 425/10, Office of this Paper.

**BARGAIN.**—Chemist Business in working-class district, near Birmingham, neglected; scripts 570 monthly; sales £15 weekly; has been £27; good house; price £150 and stock at valuation; lease, rent £60 and rates; part payment will secure, balance monthly if desired. 425/12, Office of this Paper.

**CHEMIST.**—Old established, long lease, low rent, rebuilding locality; net profits £400-£500; well stocked; price £850. Apply by letter Bernard Draper, Accountant, 23 Nutford Place, W.1.

**CHEMIST AND DRUGGIST.**—Very high class London Suburb; beautifully fitted shop, dispensary, stock room, 4 bedrooms, bathroom; lease 17 years; rent £130; returns last year £2,500, accountant's figures; high percentage profit; wonderful scope; £1,475 and stock at valuation. For further particulars and car to view apply James Burton & Co., 131, High Road, Balham, S.W.12. Telephone: Streatham 8111 (3 lines).

**CHEMIST'S** Business for immediate disposal in Essex riverside district; long lease; living accommodation available; offers required for lease and goodwill; stock (approx. £350) and fixtures at valuation. Further particulars from Francis Nicholls, White & Co., Chartered Accountants, 73 Cheapside, E.C.2.

**DRUG** Stores in popular Surrey town, main road position; storage room, &c.; no living accommodation; shop splendidly fitted and stocked; very suitable Qualified man; huge scope; shop sales about £30 week in patents and toilet; goodwill, fixtures and fittings £325, stock at valuation. Details, Christies, 207 Longley Road, Tooting, S.W.17.

**N0. 1.**—Business on main road in Birmingham for sale at valuation of stock and fixtures plus £100 for goodwill and new shop front. Turnover £1,250. Lease £45 per annum. This is an established business and provides a fine opportunity to commence as a proprietor.

**N0. 2.**—A business with N.H.I. of over 8,000 last year. Turnover £32 per week. Rent £65 (let off £40). Can be bought for value of stock and fixtures plus £300 for goodwill and shop front.

**N0. 3.**—Seaside business (North Wales). Good house. Turnover £28 per week. All-the-year-round business. Price stock and fixtures and £100 goodwill. Well fitted. Private scripts nearly 2,000 per annum.

All the above businesses are held on leases, are genuine bargains and suitable for anyone wishing to commence business on his own account. Each will provide a moderate living right from the commencement. Goodwill in each case is moderate. In special cases arrangements for some deferred payment may be made. Please send references with your enquiries. 221/898, Office of this Paper.

**OLD-ESTABLISHED**, well-stocked Drug and Photographic Stores in main road, North London; a good going concern; ample living accommodation; experienced Qualified man would do well; several good proprietaries; bargain; further particulars at interview. S. H., 423/29, Office of this Paper.

**TENDER.**—Stock for Sale at Tender with option to lease. Chemist's fitted shop (established 50 years) and 4 bed, 1 rec., kit., bath, e.l., &c.; £80 p.a.; no premium. Boutwood & Co., Western Road, Bexhill, Sussex.



**BUSINESSES WANTED.**

**LANCASHIRE OR ADJACENT COUNTIES.**—Purchaser waiting for Cash Businesses returning £40-£120 per week; large capital available; negotiations can be entered into at once. Apply Orridge & Co., 56 Ludgate Hill, E.C.4.

**BUSINESS** required in North-West London district; returns not less than £2,500; would entertain partnership with view to succession; or working interest in Wholesale or Manufacturing concern; capital available as required. 426/4, Office of this Paper.

**CHEMISTS** in the Midlands and South with Businesses returning £3,000 to £10,000 per annum are invited to write Orridge & Co., 56 Ludgate Hill, E.C.4, who have a client anxiously waiting to purchase such a concern; capital available up to £10,000.

**REQUIRED** by Chemist, Sound Business with living accommodation; no Optics; for preference, county town in Midland or Southern county; turnover about £2,000. 426/20, Office of this Paper.

**SOUND**, reliable Business wanted by private Chemist, S. or S.W. England; turnover £3,000 to £4,000 per annum. 9 Pinegrove Place, Bishopston, Bristol, 7.

**PREMISES TO LET.**

**HANWELL.**—Two shops, fitted modern fronts and one with upper part, to let without premiums. Apply Hillier, Parker, May & Rowden, 27 Maddox Street, W.1. Telephone: Mayfair 7666.

**KEW GARDENS, London.**—Good opening for Chemist; shop, &c., to let. Apply 424/28, Office of this Paper.

**ROMFORD.**—Splendid opening for Chemist; new corner parade; shops and flats; top of South Street; nearing completion; facing multiple shops; 4 shops let to multiple tenants.—Plans, &c., Vickers & Stanley, 47/3 Berners Street, W.1.

**WIMBLEDON.**—The ideal position for Chemist, no opposition; main road shop and premises; rent £110 per annum, or price £1,200 freehold. Keys with Odens, Chartered Surveyors, facing Wimbledon Station, Wim. 0044.

**EXCELLENT** position for Chemist and Druggist in main thoroughfare in W.C. London; highly-populated area, with no competition in immediate locality; double-fronted shop to be let on lease at £225 per annum exclusive; including self-contained upper part of 9 rooms, which could be sublet if desired; completely re-decorated. Apply Summersell & Wadsworth, 21 Bedford Row, W.C.1. (Holborn 2122/3.)

**PREMISES FOR SALE.**

**BRISTOL.**—For Sale, Shops in splendid positions on or adjacent new estates; splendid opportunities. Watts, 134 Whiteladies Road, Bristol.

**FREEHOLD** Premises for Sale; excellent shop and house; at present Patent Medicines and Toilet; no qualified for many miles; splendid scope. Full particulars H. Horner, Winscombe, Somerset.

**PREMISES WANTED.**

**£5 REWARD** offered by Qualified Assistant to anyone suggesting suitable premises to let, providing a Pharmacy is opened on the premises suggested; write in perfect confidence; South of England or South Wales. 424/8, Office of this Paper.

**PARTNERSHIPS.**

**ADVERTISER** with option on unique position for Chemist in London suburb desires to meet Qualified Man with view to forming limited company; small investment required for directorship and shares; principal or solicitors only; interview by appointment. C. L., BM/GJYV, London, W.C.1.

**AGENCIES.**

**FRENCH** Pharmacist (Doctor in Pharmacy), some time pharmacist in Paris Hospitals, now proprietor of an important Paris pharmacy, desires the Exclusive Representation for France of an English Pharmaceutical Specialty; he is open to undertake packing and distribution to retailers and wholesalers. Write J. Renard, 142 Avenue de Clichy, Paris.

**OLD-ESTABLISHED** Wholesale firm in New Zealand is open to accept Agencies for approved Merchandise, Chemicals, Pharmaceutical and Industrial, Toilet Preparations, &c.; organisation covers the whole of New Zealand thoroughly; references given and required; correspondence invited. Steele Chemical Proprietary, Ltd., 184-186 Oxford Terrace, Christchurch, New Zealand. Cable address: "Scientific." Christchurch.

**WANTED** at once, Agent for London district for well-known Bottle-Filling Machines of the smaller types; must have influential connection and regularly calling upon Manufacturing Chemists, Makers of Toilet Requisites, Shippers, &c. References and full particulars to 220/888, Office of this Paper.

**WANTED**, in each Home County town, one Progressive Chemist to take over Sole Agency for Children's Tonic; also Adult's Tonic Tablets. Proprietors will advertise extensively in local press, giving chemist's name as sole source of supply. Good terms. Write for representative to call and explain advertising scheme in detail. 425/32, Office of this Paper.

**DIRECTORSHIPS**

**A PRIVATE** Limited Company, who are owners of an old-established store in main street of suburban town, with Chemist's department, wish to hear from gentleman, preferably qualified (but not essential) to act as director; must be sound business man, a capable organiser and controller, and be in a position to invest £4,000 for shares which will be allotted; guaranteed position; state details in full confidence, which will be mutually exchanged. 424/27, Office of this Paper.

**APARTMENTS.**

**WHEN YOU COME TO LONDON STAY AT THE HAMPDEN RESIDENTIAL CLUB.**

**FOR GENTLEMEN.** Hampden Street, N.W.1. Close to King's Cross and Euston. 300 bedrooms. 12s. 6d. to 25s. per week, including baths, attendance and boot cleaning. All meals à la carte in dining room. Moderate tariff. Large Club Rooms, Library, Billiards Room, Reading Room and Study for Students. Illustrated Prospectus from Secretary. Museum 3424.

**APPRENTICES.**

**YOUNG LADY**, passed Part I, wishes to transfer indentures for one year to complete time for qualifying examination; previous experience Counter and Dispensing. P.C.B. 75/14, Office of this Paper.

**SITUATIONS OPEN.****RETAIL (HOME).**

**BRENTWOOD, ESSEX.**—Qualified Manager required, male, married, for branch pharmacy; age not under 35; must be smart Counterman, quick Dispenser, capable Window-dresser, and have had a good all-round experience; highest of references essential. Apply, stating age, height, salary required, and full particulars, also stating when at liberty, to T. Bellamy, Pharmaceutical Chemist, 2 Tindal Square, Chelmsford, Essex. Applicants not answered in 4 days respectfully declined.

**CHESHIRE.**—Qualified Male wanted to work a small branch single-handed. Please give usual particulars, stating salary required. Applications not answered in one week respectfully declined. 424/6, Office of this Paper.

**GUERNSEY, CHANNEL ISLANDS.**—Assistant, Unqualified, capable of taking occasional charge, for summer; possible permanency; no Sunday duty, no N.H.I.; reasonable hours, half holiday; two other assistants kept; moderate salary, which must be stated, with particulars, to C. Stonelake, 5 Smith Street.

**LONDON.**—Qualified Assistant required; with knowledge of Photography. Apply by letter, stating age, experience and salary required, to the Secretary, Shadforth Prescription Service, Ltd., 49 King William Street, E.C.4.

**LONDON, E.1.**—Wanted, May 22, Unqualified Junior, mainly N.H.I. Dispensing, assist at Counter. Give usual particulars in first letter, stating salary; no enclosures. Applications not answered in 7 days declined with thanks. 423/28, Office of this Paper.

**LONDON, N.1.**—Young Qualified Chemist required for branch; wanted at once; capable of working up a neglected business; moderate salary to commence. Write, giving full particulars and experience, 425/5, Office of this Paper.

**LONDON SUBURB.**—Qualified Manager required for medium working-class retail N.H.I. and Photographic business; permanency for suitable man; salary £3 10s. weekly and commission. Apply, stating age, experience, references, to 425/34, Office of this Paper.

**LONDON SUBURB.**—Wanted, at once, Qualified Lady; permanency; salary to commence 55s. per week. Apply, stating age, experience and references, with photo (returnable if stamped addressed envelope is sent), 425/35, Office of this Paper.

**LONDON (W. Suburb).**—Qualified Branch Manager required for medium-class Retail N.H.I. and Photographic business; good living accommodation over premises; salary £3 weekly and living accommodation. Apply, stating age, references, experience, to 425/340, Office of this Paper.

**MANCHESTER.**—Qualified man (about 30-35); state salary required, height and usual particulars; snapshot if convenient. 424/26, Office of this Paper.

**NEAR WARRINGTON.**—Assistant, male, Unqualified Junior, with N.H.I. Dispensing, Window-dressing experience and D. & P. Counter required; must have pleasing manner and personality with customers. Apply, stating experience, references and salary required, and when disengaged, 424/13, Office of this Paper.

**A QUALIFIED** Branch Manager wanted to commence duties May 29, London (near); must be good Window-dresser and fully competent in all branches of the trade; please write giving fullest particulars as to salary, whether married or single, and experience. 220/887, Office of this Paper.

**A N ASSISTANT** wanted for high-class Dispensing Business; must be a quick and accurate worker. State age, height, experience and salary required. Applications unanswered within 7 days respectfully declined. 425/4, Office of this Paper.

**A ASSISTANT**, male, Qualified, 22 to 23 years; Dispensing, Window and Counter; knowledge of Photography. Apply, stating salary, experience and references, to Sewell, Chemist, Huntingdon.



**ASSISTANT** (Qualified), male, wanted for West End house; apply stating age, experience and salary required. 221/893, Office of this Paper.

**ASSISTANT** required, accurate, Dispenser, Window-dresser; quick Retail trade; permanency for reliable man. State age, height, salary required, with references, to Rowlands, Ltd., 2 Hesse Road, Hull.

**CAPABLE** Junior Assistant wanted for light country business in small town; tall; indoors or out. Give particulars of age, height, experience, with photo and references, and salary required, F. Larder, High Street, Loddon, near Norwich.

**CHEMIST-OPTICIAN**, J.C.Q.O., live wire, required for directorship and management of pharmacy being opened in established business busy City; good salary, commission and share of profits; splendid opportunity, with prospects, for right man; investment approximately £350 in £1 shares required; bankers' and solicitors' references required and given. 425/17, Office of this Paper.

**CHEMIST-OPTICIAN** (30-40), fully Qualified, to manage pharmacy in busy market position in North London; good prospects for capable and energetic man. Full particulars of experience, age, height, married or single, and salary required, Dixon, 7 Central Parade, Wembley.

**HARRODS, LTD.**, require a Saleswoman, about 25 years of age, for the Drug Department; applicants should be Unqualified but with first-class experience. Apply personally to Staff Controller, 44 Hans Crescent, S.W.1.

**JUNIOR-ASSISTANT** required (Lady), with working knowledge of D. & P.; also to assist with Counter work. Write, giving experience and wages required, to 65 Approach Road, Raynes Park, S.W.20.

**JUNIOR** (male) required in June for middle-class Retail; good Window-dresser; ample time given for study; would suit applicant just completed apprenticeship studying for Part I; give full particulars, references and salary required. Burrows, Post Office Square, Beeston, Notts.

**LADY**, Qualified, required for Quick Cash Business; Photography and Dispensing; permanency for one who is willing; North London. State age, height, experience, salary, &c., 424/33, Office of this Paper.

**LOCUM**, Qualified, required, May 21 to June 4; hours 9 a.m. to 5 p.m. week-days and 10 a.m. to 3.0 p.m. Sundays; salary £3 10s. per week and dinner daily. Apply The Pharmacist, Springfield Hospital, Tooting, S.W.17.

**LOCUM** required, Qualified, preferably lady, for 2 weeks, July 17-29 inclusive. Apply with usual particulars to Morrell & Dixon, Chemists, 443 Downham Way, Downham, Bromley, Kent.

**QUALIFIED** Assistant for Branch, aged under 45, London, East; good Dispenser and Counterman; as Locum to commence and permanency if mutually satisfactory; salary to commence £4; please state age, height, and if disengaged. Particulars to 39 Devons Road, E.3. "Mr. Lawrence."

**QUALIFIED** Branch Manager; outdoors, energetic. Full particulars experience, age, height, salary, &c. Apply Cross & Co., Garlands Road, Redhill, Surrey.

**QUALIFIED** Manager, live and experienced for country branch; comfortable and permanent situation. State age, experience and salary required, and when at liberty and enclose photo, Turner, Chemist, 28 George Street, Tamworth, Staffs.

**QUALIFIED** Manager, single-handed, for small branch; wanted at once; good Counterman, Window-dresser and Prescriber, and with good recent references; interview necessary, so only Southern applicants considered. Applications not answered in 4 days respectfully declined. "East Kent," 426/19, Office of this Paper.

**REQUIRED**, a Qualified Lady for small business near Kingston; Dispensing, Counter and Window-dressing. State age and salary, and photo. 426/24, Office of this Paper.

**TEMPORARY** Assistant for about 3 months from May 22; Unqualified; thoroughly competent Dispenser and good general experience. Usual particulars, with photo if possible, to 425/31, Office of this Paper.

**UNQUALIFIED** Lady (25), accustomed good-class Pharmacy; of good appearance; experienced Toilet and Photographic sales; Dispensing experience not essential; permanency; fullest particulars in first letter. 422/76, Office of this Paper.

**WANTED**, Assistant; July to September; must be accustomed to brisk good-class Retail and Dispensing, with Photographies. State full details of previous experience, age, height, salary required, when disengaged, and enclose photo to D. T. Evans, Ltd., Chemists and Opticians, Margate.

**WANTED** at once, young Qualified Lady Chemist (lady Junior kept), to take charge occasionally, light Retail and Dispensing; please state salary required, indoors, and give references; very easy hours; live away from business. L. L. Stroud, Chemist, Tewkesbury.

**YOUNG** Lady, Qualified, quick and accurate Dispenser, good Window-dresser and Counter-hand; must be of good appearance and address and be prepared to take a personal interest in the business; permanency; Surrey; full particulars first letter. 423/27, Office of this Paper.

### WHOLESALE.

**LONDON** Representative, calling on Chemists, good Hairdressers and Stores, required to handle first-class Toilet Specialty in conjunction with present agency or agencies; accounts open include the best stores; extension and chemist business wanted. Also vacant, Southern Counties territory. 425/3, Office of this Paper.

**A WELL-KNOWN** firm of Manufacturing Chemists require in their advertising department an Assistant with experience in copy-writing, typography "lay-outs," &c.; not over 30 years of age; experience in pharmaceutical and medical advertising and a knowledge of therapeutics will be considered advantageous. Write with full particulars, including salary desired, to 221/894, Office of this Paper.

**REPRESENTATIVE** calling on Doctors, Institutions and Veterinary Surgeons in Yorkshire and Midlands, Surgical Instruments and Medical Sundries. Full particulars, age, salary, &c., in confidence, to 424/4, Office of this Paper.

**REPRESENTATIVES** calling on Doctors, Hospitals, Nursing Homes, &c., to carry a well-known proprietary line, already well announced and sampled. Apply with full particulars to 221/896, Office of this Paper.

**REPRESENTATIVE** required by an old-established firm of Wholesale Druggists to call upon Doctors, Chemists, Hospitals, Veterinary Surgeons, &c., in the Western Counties; one having a connection and own car preferred. State age, experience and salary required. P.C.B. 75/5, Office of this Paper.

**REPRESENTATIVE** wanted by well-known Proprietary Wholesale with sound connection among Chemists and Drug Stores in the Lancashire and Cheshire area. Reply, stating qualifications, previous experience, &c., and salary required, to 221/895, Office of this Paper.

**REPRESENTATIVE** required with connection amongst Chemists to introduce a side line, new on the market, very useful; small, light and can be conveniently carried; good commission. Silk's Toilet Co., 8-9 Red Lion Street, W.C.1.

**REPRESENTATIVE** required by British manufacturers of Glass Test Tubes, Flat Bottom Tubes and Vials; good salary and commission; only those with a connection need apply. 424/25, Office of this Paper.

**REQUIRED** at once, a Temporary Invoice Clerk by a firm of London Druggists; must be well acquainted with the Wholesale Trade. State usual particulars. P.C.B. 75/6, Office of this Paper.

**SALESMAN** Wanted.—To suit us you must be a Star Salesman with an eye to the future and already calling on Chemists and/or Hairdressers with other lines. London and Home Counties, Lincoln, Lincs, Yorks, Wales and North-East Coast territories are available to men who can prove their ability to sell nationally advertised goods. Short trial period on high commission terms, afterwards expenses and commission by mutual arrangement. Write with full particulars to 221/897, Office of this Paper.

**TABLETS AND PILLS**.—Experienced Junior wanted for London; must have sound basic knowledge of all Making and Coating processes on modern lines, and be capable of manipulating modern plant; full particulars in first letter. 221/892, Office of this Paper.

**WANTED**, Managing Clerk of Wholesale Druggists and Manufacturing Chemists training and experience, whose knowledge and personality will enable him to function efficiently in departmental leadership in close association with Sales Department. State age, qualifications, experience and salary required. 220/890, Office of this Paper.

## SITUATIONS WANTED.

### RETAIL (HOME).

**A.A.A.**—ASSISTANT (21), smart and capable, multiple and private experience, includes seaside; intelligent Salesman, Dispensing, Display, Photo; splendid references; free immediately. Assistant, 177 Newport Road, Middlesbrough.

**A.A.A.**—ASSISTANT, Unqualified, 12 years' all-round experience, desires post, whole or part time. Mac, 52 Hillfield Road, N.W.6.

**A.A.A.**—ASSISTANT (21) requires situation, locum or permanency; excellent all-round experience; disengaged. 47 Aldbourne Road, W.12.

**A.A.A.**—THOROUGHLY experienced Chemist, middle-age; Branch Manager, Assistant or Locum; single; moderate salary. Keats, 8 Brandreth Road, Plymouth.

**A**—QUALIFIED experienced Manager, disengaged, permanency or locum; London or suburbs; moderate salary. Davies, 109 Alexandra Drive, Surbiton, Surrey.

**A**—QUALIFIED Man (27) seeks situation, London or seaside; good all-round experience; Counter, Dispensing and Photographic. 426/25, Office of this Paper.

**A**—QUALIFIED Manager requires permanent responsible position with scope; Prescriber, Window-dresser, Photographer, Dispenser; free at short notice; seaside or watering place preferred, not essential. 426/3, Office of this Paper.

**A**—Locum, Manager and Holiday Assistant; 30 years' good experience Counter, Bookkeeper, Dispensing and Worker. "Prescriber," 150 Scott-Ellis Gardens, N.W.8.

**A**—Manager, Assistant or Locum; Qualified, well educated, sound, abstainer, long all-round experience, energetic, fluent French; free; London or Provinces; excellent references. "Pendower," Breage, Helston, Cornwall.

**A**—ASSISTANT, Unqualified, free; Dispensing, Counter and Window-dressing; energetic, capable, tall; permanency or holiday relief; London or suburbs. Tuck, Victoria Crescent, Royston, Herts.

**A**—ASSISTANT, Unqualified (25); good Dispenser; excellent references; accept Locum. Evans, c/o Freeman, Chemist, 97 St. Peter's Street, St. Albans.

**A**—ASSISTANT (late Mornys), tall; best references; middle-age; energetic; abstainer; Photographer, Dispenser, expert Counter. MacLellan, Wotton-under-Edge.



**A**SSISTANT (21), experienced all branches; good Dispenser and Window-dresser; West End experience. P. S., 60 Pennard Road, Shepherd's Bush.

**A**SSISTANT (21), Part I, 5 ft. 10 ins., experienced Counter, Dispensing, requires post, London (S.W. preferred). F. Marshall, Feering, Kelvedon, Essex.

**A**SSISTANT (24), Referred Part I; thoroughly experienced in all branches, 2½ years London; disengaged; coast or Midlands preferred. C. M., 185 Mount Pleasant, Redditch, Worcs.

**A**SSISTANT (20), Part I; 4 years South Coast; excellent all-round experience; disengaged; temporary or permanent. Halstead, Sandgate, Folkestone.

**A**SSISTANT (23), Unqualified, tall; experienced in Dispensing, Counter, Photography (including D. & P.), Window-dressing, &c.; would like position in London or suburbs; excellent references; London and South Coast experience. 426/11, Office of this Paper.

**B**RANCH Manager, Qualified; Provincial/London experience; successful and thoroughly recommended record; 3 years present, London area; disposal necessitating change. "Velox," 426/14, Office of this Paper.

**C**APABLE Lady, Unqualified, over 12 years' London and Provincial experience; free now; excellent references. 39 Bendemeer Road, Putney, S.W.15.

**C**APABLE Unqualified Assistant (30, married), requires permanency; thorough all-round experience; adaptable, reliable. Hunt, 191 Thornton Road, Thornton Heath.

**C**APABLE Unqualified (referred Part 2) (23); energetic, conscientious; 6 years' experience high-class Dispensing, Counter, Photography; go anywhere. Watkins, 7 Haven Terrace, Ealing, W.5.

**C**HEMIST-OPTICIAN, M.P.S., F.B.O.A., J.C.Q.O., as Manager or First Assistant; well experienced; complete references; West Country preferred; age 24. Chemist, 8 Unwin Road, Penistone, Sheffield.

**C**HEMIST (48), Scot, desires management or locum; experienced; now disengaged; London or Provinces. "D.", "St. John," Prince Avenue, Westcliff-on-Sea.

**D**ISENGAGED May 15-June 10, at Crewe until June 24; splendid opportunity for Chemists in this locality to obtain sound, reliable Locum; Qualified; 45. Howell, Chemist, Manorbier, Pembrokeshire.

**E**AST ANGLIA.—Young Lady, Hall Certificate, desires post; 2 years' experience Dispensing and some Counter. 423/39, Office of this Paper.

**L**ADY Dispenser, Hall and First Aid Certificates, experience with chemist, doctor and institution, requires employment immediately; willing to undertake other duties; anywhere; £2 10s. weekly. 425/15, Office of this Paper.

**L**ADY Dispenser (Hall) requires post Doctor or Chemist. F. H. Mallett, Armscote, Stratford-on-Avon.

**L**ADY, Qualified, free May 22-June 17, June 26 onwards, booking Locums, &c.; excellent references and experience, Hospital and Retail; Manchester area preferred. "M.P.S.," 5 Snowdon Road, Eccles, Manchester.

**L**OCUM or Manager, Qualified, with or without view to succession; thoroughly experienced; disengaged; terms moderate. "Boaz," Post Office, Wilden, Beds.

**L**OCUM, Qualified (50), competent and reliable, good all-round experience, excellent references, now disengaged. 425/39, Office of this Paper.

**L**OCUM, Qualified, middle-age, active, reliable, well recommended (sold own business); moderate; any distance. "H.", c/o Burchall, Chemist, Ramsgate.

**L**OCUM, Qualified (35); good all-round experience; disengaged May 22. Chemist, 50 Grove Lane, Camberwell, S.E.5.

**M**ANAGER Drug Stores or Unqualified Assistant, 20 years' London experience; excellent references. R. Slee, 106 Fifth Avenue, W.10.

**M**ANAGER or Qualified Locum; live Salesman, reliable Dispenser; West End; general London experience; moderate salary. "Competent," 32 Myddleton Square, E.C.1.

**M**ANCHESTER District.—Unqualified (35), married; 20 years' experience Windows, Counter, Photographic, heavy N.H.I.; excellent references; present position 8 years; permanency or locum. Walsh, 35 Walsden Street, Clayton, Manchester.

**M.P.S.** (30), experienced, well known and recommended, capable Manager or first-class right hand man. R. Sage, c/o Chemist, 199 Strand, W.C.2.

**M.P.S.** (27); permanency, locum or season; excellent all-round experience; 5 years Qualified, including Photography; disengaged. Jones, 20 Glynrhonda Street, Cardiff.

**O**PTICIAN (J.C.Q.O.), with sound Pharmaceutical experience, including Dispensing, Photography, Window-dressing and Surgical Appliances. 424/9, Office of this Paper.

**P**HARMACIST, tall, disengaged; (25, male); Photography, Dispensing, Counter experience; West End; good references. Rooke, 104 Clapham Road, S.W.9.

**P.H.C.** STUDENT (25) desires employment during vacation (till September); excellent references and experience. 424/34, Office of this Paper.

**Q**UALIFIED Assistant (23) requires post, temporary or permanent; experienced Photography, Dispensing, &c.; disengaged; good references; wages £3 weekly. Denny, 2 Elm Grove Road, Gorleston, Norfolk.

**Q**UALIFIED Locum; twenty years' varied experience; competent and thoroughly reliable; disengaged to July 1, August 27 to September 17, after October 1 inclusive. Pharmacist, 18 Stanway Gardens, Edgware.

**Q**UALIFIED (30), experienced manager; past 4 years in sole charge of successful business; seeks responsible post shortly; excellent references from past and present employers. Hill, Charlwood, Middleton Estate, Bognor Regis.

## CLEAR OUT—your Old or Damaged Stock of Photo Goods

Why keep them any longer? Turn them into CASH.

**I GIVE BEST PRICES** for Old Films (damaged, fogged or expired dates); Packet Papers. Cards (any sizes). Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.

**S. E. HACKETT, 23 July Road, Liverpool**

**Q**UALIFIED (26), single, experienced all branches; excellent references; disengaged now; South-West preferred. Conibear, Bridge Street, Exeter.

**Q**UALIFIED (28); 12 years' experience London and provinces; capable and trustworthy; as Senior or Manager; moderate salary to commence; free one week. W., 65 Kensington Gardens Square, W.2.

**Q**UALIFIED (25) desires change; excellent Dispensing and Counter experience; City or seaside resort preferably; moderate wage. 426/5, Office of this Paper.

**Q**UALIFIED (24), first-class experience, hard worker, and thoroughly conscientious; capable of taking charge; as Assistant or Manager; Provinces preferred. 426/17, Office of this Paper.

**S**COOT (25), Qualified, desires change to more progressive post, Manager or Assistant; excellent Dispenser, Counter and Window-dresser. 424/38, Office of this Paper.

**U**NQUALIFIED Assistant (25) desires locum; excellent references; Dispensing, Counter and Photographics. Write Ellem, 50 Brixton Hill, S.W.2.

**U**NQUALIFIED Assistant (23); good experience in Dispensing, Photography, Counter, Window-dressing; excellent references; immediately available. Mathews, 96 Mitcham Lane, Streatham, S.W.16. Phone Streatham 7560.

**U**NQUALIFIED (31), married, seeks post; 16 years' experience good-class Dispensing, Counter, Photographic; good Window-dresser; capable, energetic; London preferred. Groves, 39 Carlton Street, N.W.5.

**U**NQUALIFIED, tall, with 30 years' experience Dispensing, Counter and Photographics; single; abstainer; disengaged. Harris, 24 Link Road, Edgbaston, Birmingham, 16.

**U**NQUALIFIED (28); do anything, go anywhere; 10 years' thorough experience in all branches; good at Window and Counter; quick and accurate Dispenser; capable of controlling staff; pleasing manner and personality with customers; excellent references. Watson, Milestones, Chilworth, Guildford.

**U**NQUALIFIED (23), Locum or part-time; excellent references; Dispensing and Counter. Spence, 18 Longley Road, Tooting, Phone Streatham 5760.

**U**NQUALIFIED (24), male, referred Physics; thoroughly experienced all branches; excellent references; disengaged. Aston, Sunnycroft, Bath Parade, Cheltenham.

**U**NQUALIFIED (22), tall; 5½ years' experience N.H.I. Dispensing, Prescribing, Window-dressing, Photographic and Counter Work; excellent references. S. G. Parke, 31 Weir Hall Road, N.17.

**U**NQUALIFIED (28), tall, 14 years' experience Dispensing, Counter and Photography; good Prescriber and Window-dresser; requires permanency; excellent references; disengaged. Hughes, 104 Camberwell New Road, S.E.5.

**W**EST LONDON firm desire to recommend an Unqualified Assistant; thoroughly reliable, and with sound all-round experience. "Conscientious," 424/35, Office of this Paper.

**Y**OUNG LADY, Unqualified; three years' experience Dispensing and Counter; Doctor or Chemist. Read, 40 Norman Road, Newhaven, Sussex.

**Y**OUNG Lady (23), Qualified, desires situation; good-class Dispensing and Counter experience; any district; free beginning June. Pharmacist, 38 Wood Road, Whalley Range, Manchester.

## WHOLESALE.

**A** REPRESENTATIVE of highest repute and excellent records, with 10 years' sound connection among London Chemists, &c., handling proprietaries &c., desires similar position with good house; definite proof selling ability; undeniable credentials; own car. 420/14, Office of this Paper.

**A**ROMATIC Chemicals, Synthetic Perfumes, Essential Oils: A. Young man desires change; representative capacity preferred; fully experienced Sales and Production. 425/33, Office of this Paper.

**F. C. FIELD** (late West of England Representative) would like to represent a good house on the same ground (not Drugs). Central Hotel, Plymouth.

**P**ERFUMES and Toiletry.—Advertiser seeks engagement; thoroughly practical; complete formulae ready for introduction; shaving and vanishing creams are specialties; can introduce original ideas in perfume synthesis; also had pharmaceutical experience; capable organiser; used to control of staff. 220/889, Office of this Paper.

**P.H.C.** young, Fairchild Prizeman, with Research, Teaching, post, preferably in Wholesale or Manufacturing works or laboratory; some knowledge of Bio-Chemistry and French and German languages; first-class references; free very soon. J. C., 220/891, Office of this Paper.

**R**EPRESENTATIVE; keen, energetic Salesman, with 10 years' connection in London and South of England; Perfumery, Toilets, Medical Preparations; desires to represent house of repute. 425/29, Office of this Paper.

**S**ALES Manager, first grade, with advertising and general management experience in the Perfumery, Toilet and Proprietary Articles trades, is available for a progressive managerial position. 422/32, Office of this Paper.



# Ernest J. George

Bank Chambers, 329 High Holborn, London, W.C.1

Telephone Nos.: Holborn 1167 & 1278 (2 lines)

Tudor House, Walsall

Telephone: Walsall 3774

Telegrams: "Earnest, Walsall"

Prospective purchasers of businesses (all descriptions) are invited to communicate with the full assurance that all confidences will be strictly observed. Service and Assistance rendered without obligation or expense.

*The following businesses have in the main been visited, and are recommended to appropriate would-be purchasers.*

(C1) **BERKSHIRE**.—Established retail business with modern front, etc., and small house above; average turnover for past three years approximately £3,000 per annum; returns for past financial year under management, upwards of £2,600; large N.H.I. panel; rent £125 on lease, or property could be purchased; further particulars to genuine inquirers upon application.

(C2) **WESTCLIFFE** (near).—Pharmacy with living accommodation, for disposal at a very low figure owing to age and retirement; present returns approximately £45 per month, with excellent scope for increase under more energetic ownership; rent and rates approximately £90; price, all-in, £200.

(C3) **ALDGATE** (Near).—Attractive modern pharmacy situated in busy main thoroughfare; turnover upwards of £2,000 per annum; gross profit approximately 40 per cent.; reasonable rental for position; lease, 16 years unexpired; for a quick sale an all-in purchase price of £900 will be accepted; owner semi-retiring.

(C4) **LONDON, S.W.**—Old-established business with good living accommodation; turnover upwards of £2,000 per annum; net profit approximately £450; reasonable rental; long lease; stock approximately £700; purchase price by negotiation.

(C5) **NORFOLK**.—Established retail business, with large self-contained house attached; average returns approximately £2,000 per annum; rent and rates £108; purchase price, goodwill £250, plus value of stock and fixtures.

(C6) **CARDIFF** (Residential Suburb).—Pharmacy with optical department, capable of substantial development; modern living accommodation, with good garden; returns for 1931 exceeded £2,000, since when the business has not had the proprietor's personal attention; rent £120 per annum; new lease by arrangement; purchase price to comprise approximate value of stock and fixtures only (about £1,000), which includes the value of the lease and the goodwill of the business; part could remain if necessary; the reasons for disposal are quite genuine.

(C7) **LONDON, S.W.**—Old-established retail pharmacy with sub-Post Office, situated in good-class residential area; returns upwards of £1,900 per annum; no near opposition; purchase price by negotiation.

(C8) **SUSSEX** (Seaside Resort).—Old-established Drug Store, which has been under present ownership for nearly 30 years; average returns approximately £1,600 per annum; net profit estimated at £450; commanding corner premises (lock-up), offering excellent scope for pharmacy conversion; price by negotiation, part of which could remain on mortgage.

(C9) **MIDLANDS**.—Excellent family business at present doing approximately £1,500 per annum, including N.H.I. about £200; lock-up shop; lease at £42 per annum, including rates; easily worked; stock and fixtures at valuation, estimated at £500; price required £800.

(C10) **CROYDON** (Near).—Good cash business situated in busy semi-main street; average returns for past three years approximately £1,800 per annum; good N.H.I.; rent £90, including living accommodation, at present sub-let for £52 per annum; purchase price for quick sale, £700 or near offer; certified figures available to support returns, etc.

(C11) **LIVERPOOL**.—Established retail cash business situated on busy main road; average returns for past three years upwards of £1,600 per annum, with undoubted scope for further increase; present net profit to owner-proprietor upwards of £450 per annum; good living accommodation, self-contained; rent £95; rates approximately £27; purchase price £1,250 or near offer, which includes stock of approximately £500, and unique internal fixtures.

(C12) **SUSSEX**.—Easily worked retail business with good living accommodation, including garden and garage; turnover approximately £1,150 per annum; reasonable rental; good lease; price by negotiation.

(C13) **LONDON** (North Suburb).—Established business with good living accommodation; in present hands over 20 years; returns upwards of £1,100 per annum, with scope for further increase; rent £100; rates approximately £26; reason for disposal owing to genuine ill-health and family circumstances; price for quick sale, £600 or near offer.

(C14) **MIDDLESEX**.—Drug Store, old-established, for disposal owing to retirement; excellent opportunities for qualified chemist; attractive shop (double-fronted), with good living accommodation, including garden; rent £75; purchase price, all-in, £490.

(C15) **SUSSEX** (Seaside).—Well-fitted, double-fronted, modern pharmacy; possessing excellent and unique opportunities for considerable development; owner estimates that returns should reach a minimum figure of £2,500 during 1933-34; present returns approximately £35 weekly; no near opposition; premises situated on main road of good-class residential district; good private dispensing, family, and photographic trade; flat available if required; further particulars in strict confidence to bona-fide prospective purchasers.

(C16) **BIRMINGHAM** (Death Vacancy).—Good industrial business, with important N.H.I.; present turnover £23-£25 weekly; lock-up shop; good lease; rent £56 10s. per annum, plus rates; for a quick sale £600 will be accepted to close estate; business capable of considerable increase under proprietor-management.

(C17) **NORTH CHESHIRE**.—Old-established pharmacy with extensive window frontage, together with self-contained house above; rent £75 per annum; wine licence; main road situation; returns approximately £1,350; excellent scope for optics and development generally; price for quick sale £600.

(C18) **LONDON** (Outer Western Suburb).—Old-established pharmacy, situated in busy main shopping thoroughfare; average returns approximately £2,400 per annum, with high percentage gross profits, mainly due to the sale of proprietary lines, etc., the demand for which is considerable, and steadily increasing; good living accommodation; reason for disposal, owing to retirement; further particulars will be forwarded to genuine bona-fide enquirers upon application.

(C19) **LONDON, N.W.**—Business situated in busy main thoroughfare of good-class residential district can be acquired outright for £600 (stock and fixtures estimated at £750) or a two-thirds share could be purchased for approximately £400; premises comprise spacious lock-up shop with two good windows and excellent internal fittings; scope and facilities for optics; the business should be capable of doing at least £50 weekly; this is an excellent opportunity for a young man with limited capital, but possessing the necessary zeal and energy that would be required, particularly in the early stages.

(C20) **BERKSHIRE**.—Old-established Chemist-Optical business, with living accommodation; very low rent which is more than covered by sub-letting; premises well fitted, and situated in semi-main shopping street; the business is well recommended to a gentleman possessing the dual qualifications, as the Optical department and future prospects in that direction are considerable.

(C21) **LIVERPOOL**.—Pharmacy, with living accommodation, showing present returns of approximately £10 weekly, plus N.H.I.; rent, inclusive of rates, £65 per annum; good scope for development; price for quick sale £250.

(C22) **LONDON, S.E.**—Pharmacy, with living accommodation, congenially situated, and well suited to a lady Chemist; returns for last financial year approximately £1,300; reason for disposal, owing to ill-health and contemplated retirement; price by negotiation.

(C23) **LONDON, NORTH**.—Pharmacy, with living accommodation showing present returns of £25-£30 weekly; net rental, after allowing for sub-let, £23 per annum; further particulars upon application.

(C24) **SUFFOLK COAST**.—Unopposed business with living accommodation for disposal, together with freehold property at a very low figure, as a quick sale is desired owing to domestic circumstances; returns approximately £1,200 per annum, with genuine scope for increase; net profits for last financial year approximately £350; pharmacists with capital upwards of £900 would be in a position to negotiate after allowing for the usual mortgage that could be raised on the property; further particulars upon application.

(C25) **FINSBURY PARK** (Near).—Old-established pharmacy situated on busy main road; present returns £18-£20 weekly, with genuine scope for considerable increase; rent of premises more than covered by income from sub-letting; further particulars upon application.

(C26) **KENT** (Market Town).—Old-established lock-up pharmacy; returns for last financial year, £3,872, with net profit, £413; rent £85; bona-fide reasons for disposal; purchase price by negotiation.

(C27) **LONDON, EAST**.—Pharmacy with living accommodation self-contained, showing returns of approximately £25 weekly; net rent £50 per annum, plus rates; lease 17 years; purchase price by negotiation.

(C28) **LONDON, WEST**.—Pharmacy with good living accommodation, including garden; returns upwards of £1,300 per annum; purchase price by agreement.

(C29) **ROMFORD** (Near).—Recently-established pharmacy showing consistent and steady progress; present returns approximately £20 weekly with good scope for further increase; rent £100, including living accommodation, with garden; price for quick sale (all-in) £300.

(C30) **LONDON, EAST**.—Established retail business with large panel (approximately 900 scripts monthly); turnover upwards of £1,200 per annum, with net profit approximately £350; net rental £41, after allowing for sub-let; lease 12 years unexpired; purchase price, all-in, £450, part of which could remain under approved conditions.

(C31) **LONDON** (Outer North-West Suburb).—Modern Pharmacy with good living accommodation for disposal owing to genuine health disability; attractive shop, well stocked and fitted; present returns approximately £1,600 per annum; further particulars will be forwarded to genuine prospective purchasers upon application.

(C32) **BAKER STREET** (Near).—Old-established pharmacy (lock-up) showing steady and consistent progress; present returns approximately £1,950 per annum; good scope for further increase and development; purchase price to cover value of stock and fixtures only.

(C33) **NORTHANTS**.—Country pharmacy with ideal house, including extensive grounds, admirably suited to chemist wishing to semi-retire; net profits approximately £5 10s. weekly; price asked for business and freehold, £1,400, of which about £700 could no doubt be raised by mortgage if desired.

(C34) **KENT** (Near London).—Pharmacy (lock-up) prominently situated in small suburban town; average returns for past three years approximately £2,300 per annum. The overhead expenses are high, but the proposition offers excellent scope for considerable further increase; purchase price asked, £1,500; offers considered.

(C35) **LONDON, E.C.**—Old-established pharmacy (lock-up) with good scope for development under personal proprietorship; present returns approximately £25 weekly; purchase price to comprise value of stock and fixtures only (no goodwill asked).

(C36) **CHESHIRE**.—Exceptional opportunity for young single chemist with small capital to acquire a business with great possibilities; price can be adjusted to suit purchaser, but full details will only be given at interview; living accommodation adjoining if required; low rent and rates; no opposition.

(C37) **STREATHAM** (Near).—Pharmacy with good living accommodation situated in populous middle-class residential area; turnover for last financial year approximately £1,400, with genuine scope for further increase; freehold can be purchased at reasonable figure, or alternatively a lease would probably be granted at an inclusive rental of approximately £90 per annum; this proposition represents an excellent investment for a Chemist capable of developing a personal connection, the nucleus of which already exists; purchase price, all-in, £700 or near offer; to a genuine potential purchaser the owner is prepared to allow a trial in advance.

## COMPREHENSIVE VALUATION SERVICE FOR ALL REQUIREMENTS.





